NPTA MANAGEMENT NEWS MARCH 1987

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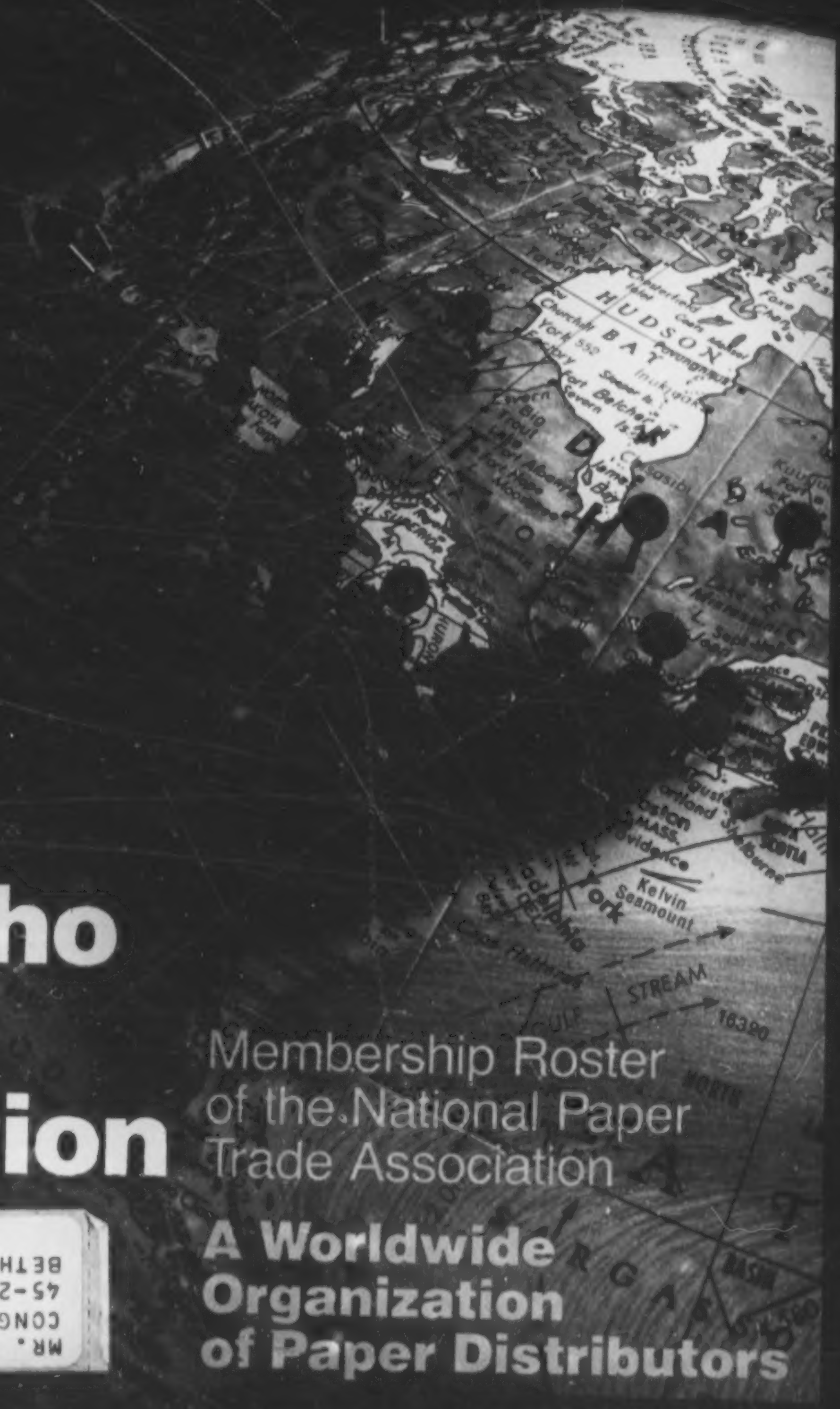
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1987 Who's Who in Paper Distribution

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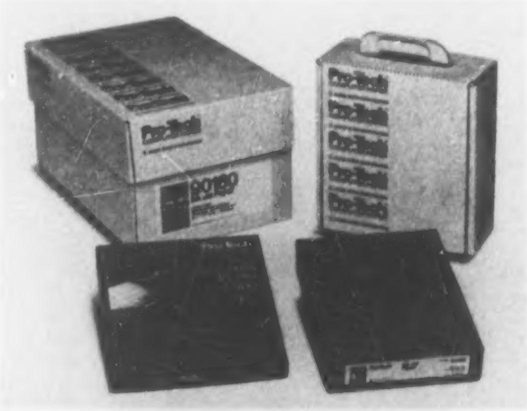

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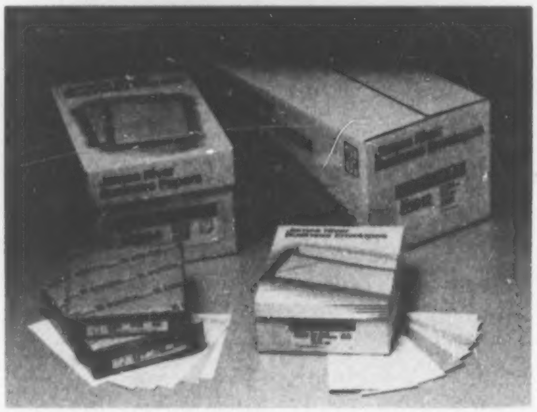

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MN

NPTA MANAGEMENT NEWS

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Please address all inquiries to the Editor. Original manuscripts and letters are welcome.

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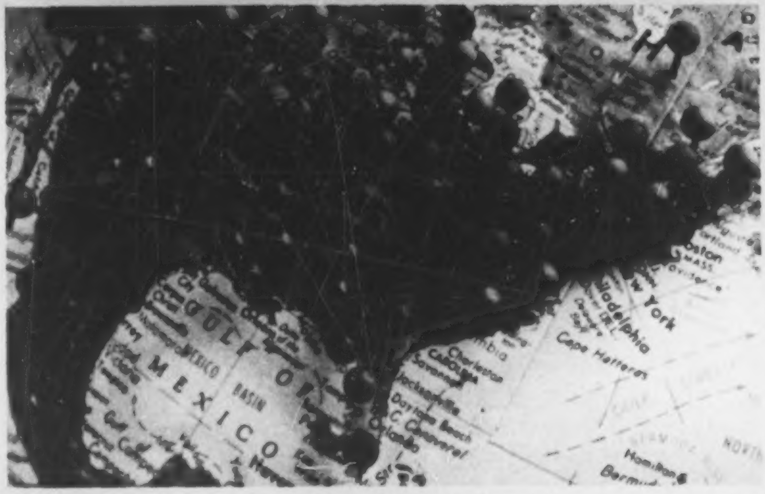
NPTA covers the World: The leading companies around the world are members of NPTA



40 **A Video Tape Library of All Merchants**
This resource may be used all year long by merchants to keep up with the latest information on product trends and knowledge.

52 **Who's Who In Paper Distribution**
Member companies of the National Paper Trade Association are listed in the "Who's Who in Paper Distribution" section of *MN*. The Association's membership has grown to include over 2,000 locations. The industry's leading companies, working through NPTA, have made the Association a "world-wide" organization representing the interests of all in the paper distribution community.

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For ease of use, a geographic index is included. This allows the user to find paper merchants by city and metropolitan area concentration.

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COVER PHOTO: Richard Chesnut

Open Forum

The opinions, ideas, and concerns of the readers are important to the National Paper Trade Association—The Publisher of Management News. To get your thoughts in print, direct your correspondence to the editor.

Interest in Foundation Runs Deep

I never realized, until I read your January issue, that the PAPER Foundation was so involved in so many projects. I know that it takes some time to get these off the ground, but the projects will add substantially to our knowledge of this industry.

Your January issue certainly helped clarify the PAPER Foundation picture for me, as I'm sure it has done for others. Our company believes in the need for long range study of our industry, and is a contributor to the Foundation's Endowed Chair Program. As the Chairman of the Foundation, John Church, said in his interview, "This is truly an investment in *your* future." I hope that everyone in our industry agrees.

Art Wienke,
vice president, sales and marketing
The Paper Company
Sioux Falls, SD

TSP Inspires Sales Staff Subscriptions

I mentioned to John Buckley last month that the December issue of *MN* was the best issue to date. Three of the major articles totally absorbed my interest and I look forward also to the departments.

My January copy just arrived and I see that a department for sales professionals has been added. We at National Paper & Packaging are entering subscription orders for our sales staff.

Recently, we received the new *Paper Merchants' Guide to Profitable Management*. We spent a great deal of time analyzing the new *Guide*. It was the catalyst for two analytical projects and more are planned. I urge NPTA members to obtain a copy of the *Guide* and be certain that their financial people (or outside accountants) study it carefully. Keep up the good work!

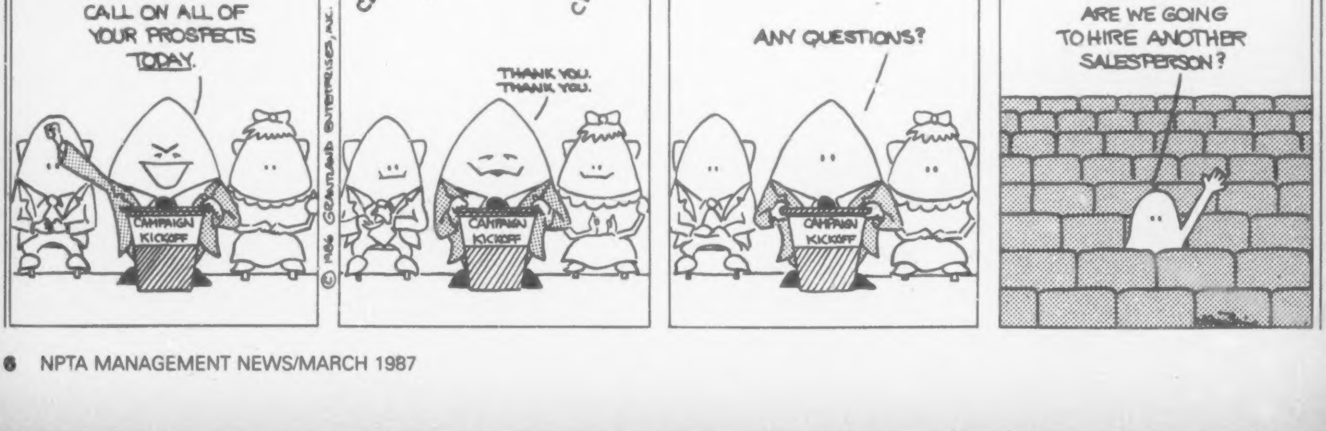
Brent R. Grover
vice president, treasurer
National Paper & Packaging Co.
Cleveland, OH

Idea Exchange Could Add Much to TSP

Your magazine keeps getting better and better! I am particularly pleased with the "Merchant Briefings" and the addition of "The Sales Professional" section which began in January. It adds much good information to our knowledge of the industry and will help our salespeople directly. I'd like to suggest, though, that it become even more of an "Idea Exchange" so that we may all learn from each other. Readers should send in their best sales ideas, tips, what works and what doesn't, their most memorable sales, where to get sales leads, etc. This kind of exchange will improve everyone's sales picture and make better salespeople out of your readers.

Christopher H. Strassburger
vice president industrial marketing
Roach Paper Company
Division of Distribix
Little Rock, AR

Editor's Note: We agree! You have put your finger on something needed in our industry. A free-form exchange of sales ideas will improve our service to readers. All are encouraged to send in their material to the editor and mark it for "TSP—Idea Exchange." All submissions published will credit the sender and his or her company. No idea is too small—help others to learn from your experience.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James River Corp. Plans New Tissue Machine

Conditional upon satisfactory completion of discussions with key suppliers and governmental authorities, James River Corporation expects to have a new tissue machine in operation at their Wauna, OR mill late in 1988. This will be the first in the company's long range plan to build four new tissue machines over the next eight years. The machines will allow the company to increase its towel and tissue capacity by replacing older machines that have higher operating costs. The new capacity will allow for market growth as well as replacing large outside purchases of paper.

The machine, plus associated buildings and converting equipment, is expected to cost approximately $88 million. Location and timing for the other three machines have not yet been determined.

New Management Briefing Report Available

Euro-Data Analysts issued a 95-page report, *Cost Effective Product Development and Marketing Strategies for Paper and Board Mills.* It addresses the paradox of many mills and company closings across Europe and in North America on the one hand, and on the other, the appearance and growth of new exporters.

The question then is how to get the most out of existing plant and facilities and how to broaden the product mix. There seems to be no precedent for the route to survival in this era of structural readjustment. Written by 30–year paper people, the report examines the basic problems facing paper and board mill managers; it discusses the subjects of maximizing profitability, product development and marketing.

More information on the $480 report may be obtained from EDA Consultants, P.O. Box 15, Ashtead, Surrey KT21 2QQ, UK.

Waterloo Paper Celebrates Its 75th Anniversary

Waterloo Paper Company, a paper and janitorial supplier, celebrated its 75th anniversary in August, 1986 with a banquet for its employees, the Thode family (current owners of the company), and Fred E. and Jeanne Adams, son and daughter-in-law of the company's co-founder.

The firm was originally known as the Adams Paper Company, and was owned by Augustus (Gus) Thode and Fred Adams. In the 1930's, Gus Thode became sole owner of the company, managing it until his death in 1947. At the present time, Elizabeth Thode is president and Susan K. Thode is secretary of Waterloo Paper. In 1957, J.T. (Jack) Ennor became vice president and general manager of Waterloo Paper, remaining with the firm for 30 years until his death in September, 1986. Shortly before his death, Jack Ennor had been given an inscribed wrist watch honoring him for his 50 years in the paper supply business.

Don't Bet On It!

An original Model 914 Xerox copier was recently put on display by the Smithsonian to mark the 25th anniversary of the delivery of the first machine to a customer. The occasion brought to mind a market research report prepared by Arthur D. Little at the time which forecast that the nation's entire demand for copiers, then and in the future, could be satisfied by a maximum of 5,000 machines.

Appleton Papers Buys Chemical Company

Appleton Papers, Inc. of Appleton, WI has gained control of East Shore Chemical Company, Inc. (ESCO), of Muskegon, MI, at a cost of about $4 million. ESCO will retain its current name, management staff and employees, and is expected to supply chemicals for use in Appleton's manufacturing operations. Appleton Papers is a subsidiary of BATUS Inc., of Louisville, KY, the management and holding company for U.S.-based business interests of B.A.T. Industries p.l.c., London, England.

Marcal Paper Mills, Inc. Acquires Springprint

Nicholas R. Marcalus, president and CEO of Marcal Paper Mills, Inc. of Elmwood Park, NJ announced in December that Marcal had acquired Springprint Paper Products Co. of Springfield, OH.

MARCH

5. *Boston Paper Trade Association's Annual Meeting. Contact Albin Johnson, Jr.; 617-748-2272.*

19–22. *Young Executive Forum Presents Third Annual Mid-Year Executive Conference. The Grenelefe Resort, Grenelefe, FL. Contact NPTA.*

APRIL

26–May 1. *Printech Week, Rochester Institute of Technology, Rochester, NY. Contact NPTA.*

MAY

3–8 & Nov. 8–13. *Paper Distribution Management Development Program at Miami University, Oxford, OH. Contact NPTA.*

6. *New England Paper Merchants Association's Annual Meeting. Contact Albin Johnson, Jr. 617-748-2272.*

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Springprint is a manufacturer and distributor of placemats and coaster related products for the food service industry, an area in which Marcal is already well established.

Tom Harwood, former president of Springprint, will become a vice president of Marcal and will continue to oversee and direct operations at the Springprint plant. No changes in the present staffing at Springprint are contemplated at this time.

Donating Dead Inventory to Those Who Can Use It

NAEIR, the National Association for the Exchange of Industrial Resources, provides a profitable way for manufacturers, wholesalers and distributors to get rid of excess inventory. Goods that are donated to NAEIR, a non-profit, tax-exempt organization, earn their donor a federal tax deduction of up to twice the cost of the material donated. NAEIR distributes the donated merchandise to its 6,500 members across the United States. Members, who must be non-profit and tax-exempt, include schools, colleges, hospitals, nursing homes, church groups, museums, rehabilitation centers, law enforcement agencies and YMCA's among others, pay $395 annual dues and receive an average of $4,500 a year in new merchandise, selected from quarterly catalogs, paying only shipping and handling.

Donors are permitted, under Section 170(e)(3) of the Tax Reform Act of 1976 (whose provisions remain in effect under the new tax law), to deduct the cost of the materials donated, as carried on their books, plus half the difference between the cost and fair market selling price, but not exceeding twice the cost. For a free information kit about the donation process and its tax advantages, write: Cruz A. Ramos, Director of Donor Relations, NAEIR, Dept. BT, 560 McClure St., P.O. Box 8076, Galesburg, IL 61402, or telephone him at (309) 343-0704.

Lyons & Morrison Paper Co. Changes Name

The New Year saw Lyons & Morrison Paper Co. undergo a change of name to WWF Paper Corporation-New England (Rhode Island Division). John F. Lyons will continue to serve as president of the Rhode Island Division and as executive vice president of WWF Paper Corporation-New England. W. Gregory Morrison will become vice president of the Rhode Island Division.

James River Corporation Purchases Amarin Plastics, Inc.

Amarin Plastics, Inc., a manufacturer of injection molded plastic disposable cutlery and other injection molded products, has been acquired by James River Corporation. Amarin was founded in 1963 by Richard J. King, who will remain as a consultant

RETAILERS CAN
SELL ANY ORDINARY BULB

to James River. The company, which is located in Leominster, MA, has 150 employees, all of whom are expected to join James River, and had annual sales of $10.7 million in its fiscal year ended Jan. 31, 1986.

James River, earlier in 1986, had acquired Canada Cup, Inc. and Fiberplastics, Inc. (Handi-Kup), which, along with the Amarin purchase, underscores James River's commitment as a major supplier to both the consumer and away-from-home disposable food and beverage service markets.

Sunclipse, Inc. Acquires Trico Container

Gene Shelton, president and CEO of Sunclipse, Inc. has announced that Sunclipse has bought all the stock of Trico Container and Display Corporation of Commerce, CA. Hal Trifon will remain as president of Trico and manage its day-to-day operations. In addition to Trico, Sunclipse also acquired Ponderosa Paper Company, a fine paper distributor in Berkeley, CA and the Hayward, CA manufacturing operations of Thacker Container during 1986.

Graphic Paper Distributor Merges With Dutch Firm

Kelly Paper Company of Los Angeles has been acquired by N.V. Gemeenschappelijk Bezit VRG of the Netherlands. Kelly, which had sales of about $30 million in its last fiscal year, is over fifty years old and operates from nine locations in Los Angeles, Orange County and San Diego.

VRG, a publicly held company, has annual sales of approximately $350 million and has been operating principally in Europe, Australia and the Far East. The acquisition of Kelly Paper will permit VRG to expand into the U.S. market. The purchase price was not disclosed.

Mead Stages Mock Disaster at Mill

A helicopter rescue was part of a safety drill at Mead's paperboard mill in Stevenson, AL, last summer. A transformer fire and resulting chemical contamination were simulated to provide the most extensive drill to date at the Mead location.

Twenty-three employees who are trained emergency medical technicians and the mill's fire brigade teamed up with the local hospital, police, a medical flight team and the mill's consulting physician to rescue and treat eight "victims" before removing them to the hospital.

British Paper Merchants Chastised on Pricing

In England, the equivalent of the NPTA is the NAPM (The National Association of Paper Merchants). In the December,

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1986 issue of *NAPM NEWS*, the lead story concerned a warning issued at a meeting of the NAPM Management Committee by David Gould, managing director of David John (Papers) Ltd. According to Gould, "Paper merchants have put themselves on the road to self destruction." This situation, according to Gould, is the result of "crazy discounting", brought on by "inexperienced and poorly managed" salespeople who are ignorant of "the art of paper salesmanship" and who are "going all out just to make the sale—at no matter what cost."

Gould pointed out that "indiscriminate price cutting throughout the trade is severely threatening the survival of many paper merchants." Blame for the situation is laid in part at the doors of the paper mills who are exerting heavy pressure on the merchants for volume orders in order to keep their machines operating at full capacity. Senior management in the merchant business also came in for criticism for "abdicating responsibility" by accepting salesmen's claims that "we cannot make sales unless we meet the discounts offered by our competitors." According to *NAPM NEWS*, there were few dissenting voices around the committee table as Gould expounded his theme.

C. H. Robinson to Distribute Security Papers

Three security levels are offered by Nocopi papers which are now being distributed by C.H. Robinson Co. of Portland, ME and Woburn, MA. Designed to prevent the photocopying of sensitive documents, the burgundy-shaded paper comes in three formulations—Wordscreen, Wordguard and Wordsafe—permitting the selection of the level of protection needed ranging from "for your eyes only" through "confidential" to "top secret." For more information, call Terry Boyle at 617-935-7550.

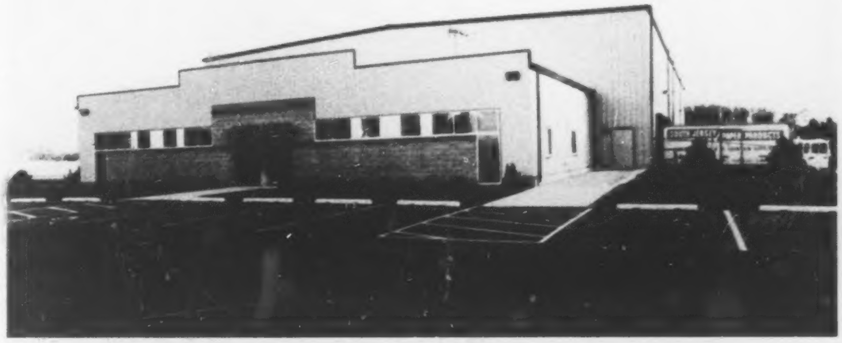
Specialty Papers Company Merges with James River

Specialty Papers Company, headquartered in Dayton, OH, a manufacturer of high barrier printed and laminated films, foils and papers used to package snack foods, mixes, coffee, candy and other dry foods, has been acquired by the James River Corporation through an exchange of stock.

James River will integrate Specialty Papers, a company with manufacturing locations in Dayton and Shreveport, LA, and a current annual sales rate of about $65 million, into their Flexible Packaging Division. All of Specialty Papers' approximately 400 employees, including existing officers, are expected to remain with the company.

South Jersey Paper Opens New Facility in Vineland

Combining a modern distribution center with a retail showroom and offices on an eight acre site, South Jersey Paper Products new headquarters at 351 West Elmer Road marks its third expansion since its founding in 1950. The company services a six county area around Vineland, NJ with products from James River/Dixie Marathon, Sweetheart Products, S.C. Johnson and others. The new facility operates around-the-clock, with a night crew preparing orders for next day delivery.



Carter Rice Transfers Industrial Paper Business

Carter Rice of New England will be turning over its industrial paper business to the Dowd Company. This action will provide some welcome relief to Carter Rice's fast-growing fine paper business in terms of warehouse space and trucking capacity. The combined industrial businesses will operate under the Dowd name. (Both Carter Rice and Dowd are part of the Hammermill-International Distribution Group).

The Carter Rice locations affected are: Pawtucket, RI; Hartford and West Haven, CT; Boston, Worcester and Springfield, MA. Dowd will continue to be headquartered in Woburn, MA, with a branch (Symons Paper Co.) in Gardner, MA.

Merchants Gather to Review Customer Objections

Merchants Sales Company, manufacturers reps located in Greensboro, NC, featured Dr. Larry Steinmetz of High Yield Management, Boulder, CO, on one day of a recent three day sales meeting. Dr. Steinmetz led a seminar on the subject of handling price objections. Merchants Sales will provide a video tape as part of a value added training program being made available to their key distributors' salespeople.

News Briefs

CURTIS DIVISION-NEWARK PAPER MILL of the James River Corporation has been presented with the Clean Water Award to Industry by the Izaak Walton

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CHAIRMAN'S CORNER

Who's Who In Paper Distribution. Who Needs It.

Houlihan

Seven years ago I made the decision to participate in the NPTA. The idea of giving something back to our industry was a consideration I felt I had to make. After all, it had been very good to Fleetwood and I was interested in what more I might contribute or could learn. Contributing to NPTA with our money and/or our time helps to make our association stronger and, therefore, makes each one of us a little better equipped. We become one voice . . . NPTA speaks for us all.

In addition to the various educational avenues offered by the NPTA; books, cassettes, and seminars, the Annual Convention offers a forum to learn what is new in our industry and to meet other members from across the country. Participation in our various surveys and PAR reports allows you to exchange important information and you are kept posted of these latest happenings through "NPTA Update" and the monthly issue of *MN* magazine. In conjunction with the National Association of Wholesalers (NAW) as our lobbyist representing us in Congress, we are kept up to date on anything connected with the distribution industry. Last, but most important, the Endowed Chair Program will ensure our industry's growth in the world marketplace.

Who needs NPTA? *You* need NPTA and NPTA needs you!

Francis J. Houlihan
NPTA Chairman

League of America. The award was based on the mills implementation of a program that was designed not only to conserve water but to eliminate the flow of discharge into White Clay Creek. The Izaak Walton League was founded in 1922, making it one of the nations's oldest conservation organizations.

LOUISIANA-PACIFIC CORP. and Santa Fe Industries, Inc., a subsidiary of Santa Fe Southern Pacific Corp., have agreed to the purchase by Louisiana-Pacific of Kirby Forest Industries, Inc., which was wholly owned by Santa Fe Industries. The $315 million purchase price brings to Louisiana-Pacific Corp. a company which owns about 650,000 acres of timberland in East Texas and Louisiana, as well as three complexes that manufacture plywood and lumber.

THEOCHEM LABORATORIES, INC. of Tampa, FL and Greensboro, NC, has purchased Time Chemical, Inc. of Atlanta. Time Chemical has been renamed Time Products, Inc. and will be operated autonomously from Theochem. Time specializes in the manufacture of food processing, warewash, laundry and housekeeping chemicals, both liquids and powders. Earl Blough is president and COO of Time, while Henry J. (Hank) Fields has been appointed vice president for sales and marketing.

COMPRINT INTERNATIONAL, a major conference on media, will be held from June 7–10 in Vienna, Austria. Mario Formenton of Arnoldo Mondadori in Italy and John [illegible]ennis of R.R. Donnelley in the U.S.A. will preside jointly. They will share the dais with people from major printing firms in Japan, Germany, Holland, and Switzerland among others.

Subjects to be discussed at Comprint International include assessment of changes, both in technology and markets, new choices open to advertisers on the media markets, education of media and print personnel in the future and electronic publishing.

Invitations to Comprint International are now being sent out by the organizer of the conference, Intergraf, the International Confederation for the Printing and Allied Industries, headquartered in Brussels, Belgium.

People in the News

Don Anderberg, who had been vice president, sales for Wilcox Paper Company of Minneapolis for 20 years passed away last Dec. 9th after a long illness. He is survived by his wife Helen and 2 children.

Charles J. Meyer was recently named vice president - internal affairs and **N.W. Tinkey** was named vice president - sales of Waterloo Paper Company, Waterloo, IA.

T.A. Howells, formerly of the Institute of Paper Chemistry, has been elected president of the Sun Cities Paper Group for 1987, succeeding **Joseph Thomas**, formerly of S.D. Warren Co.

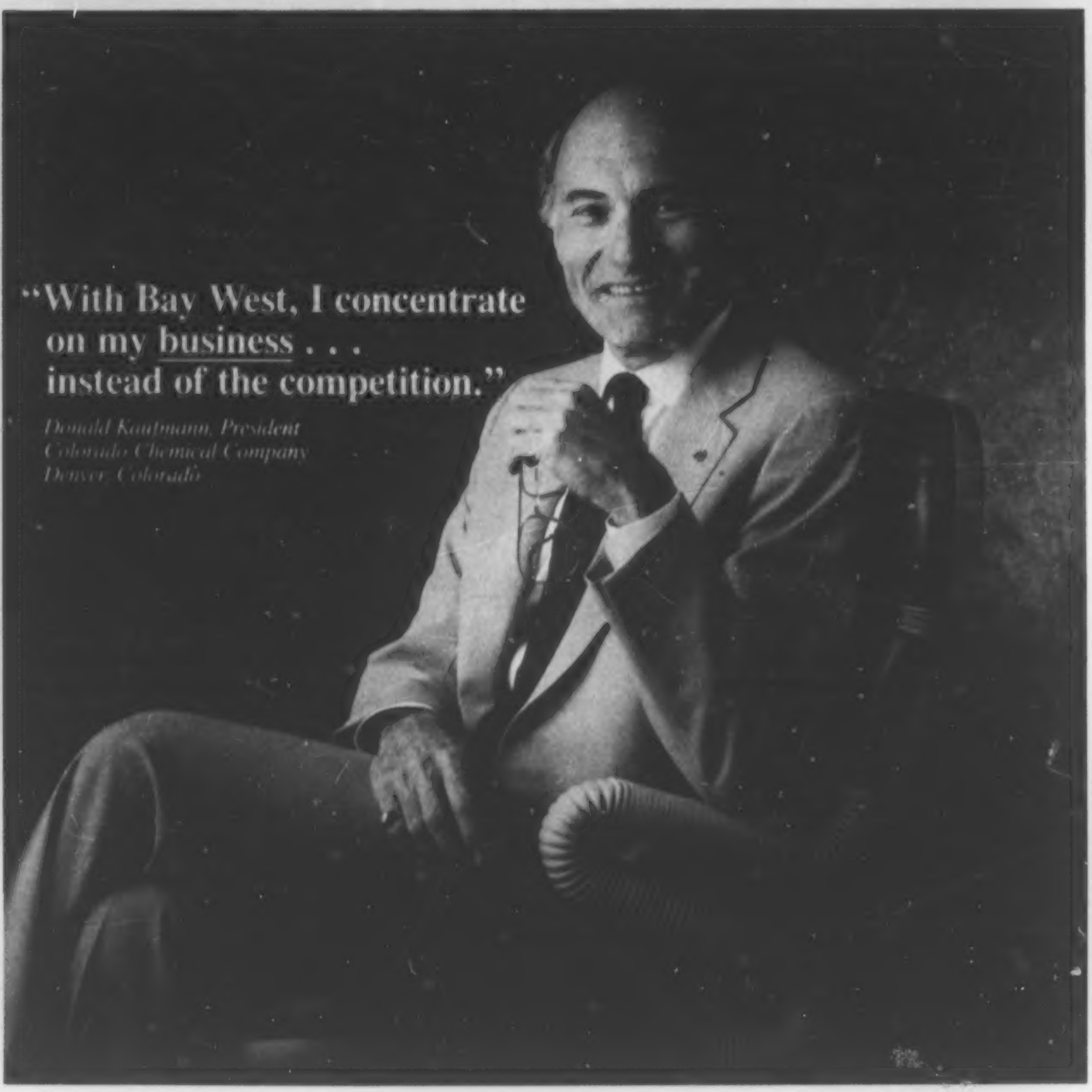
Other officers and their former companies are: vice president, **Sig Linden** (LaSalle Messinger Paper Co.); treasurer, **Ruth Jameson** (Weyerhaeuser); program chairman, **John Lonberger** (Gould Pumps); membership chairman, **Cliff Reppe** (Hercules, Inc.); calling committee chairman, **Reinhold Vogt** (NCR Appleton Paper).

John O'Donoghue has been named vice president of operations for Advance Paper & Chemical Co., a division of Hammermill Paper Co. O'Donoghue has been with Advance for eleven years, serving most recently as director of operations. Prior to entering the paper industry, O'Donoghue had been a professional baseball player for thirteen years, including eight years in the majors.

Robert J. Tracy has been named printing paper sales manager for Snyder Paper Corporation of Hickory, NC. Tracy has been with Snyder since 1979, and has been affiliated with several major manufacturers during his eighteen years in the paper industry. Replacing Tracy as manager of Snyder's Charlotte branch is **Randy B. Bunnell**, who was most recently an area manager for Nashua Corporation's Graphic Products Division.

C.L. (Jimmy) James has retired from Rourke-Eno Paper of Hartford, CT, a division of Paper Corporation of America. James has spent 26 years in the paper industry, spending the last ten years as manager of consumer products for Rourke-Eno's administrative group.

John D. Fox has joined Mac Papers, Inc. of Jacksonville, FL as vice president


"With Bay West, I concentrate
on my business . . .
instead of the competition."
Donald Kaufmann, President
Colorado Chemical Company
Denver, Colorado

"Competition is stiff enough without having to sell against your own lines in the same marketplace. That's one of the reasons we carry Bay West. Their selective distribution policy keeps my profitability at a very fair level — there's no price trenching to compete with other Bay West distributors for the same customers. I can concentrate on improving our sales activity instead of worrying about my competitors."

"The people at Bay West make us feel like we're part of the team, and they work with us to increase our sales and profit levels. They even help us create marketing programs that are custom-tailored to our specific needs. We have what I consider to be a mutually profitable relationship."

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with responsibilities in sales promotion, marketing, sourcing and operations. Fox had previously served as vice president for Unijax, Inc., retiring from that company in 1986. Fox started his career in the mid-1940's, and recently completed serving a three year term on the Printing Paper Committee of the National Paper Trade Association.

Sydney D. Brener, former president of United Twine & Paper Company, Inc. of Lancaster, PA passed away on Nov. 15, 1986. Mr. Brener joined UTP in 1939 and became president in 1951, a position he continued to hold until 1976, when he retired and became chairman of the board. Mr. Brener is survived by his wife, two sons and three grandchildren.

The Sun Cities Paper Group, founded in 1973, is composed of current or former members of the paper industry who reside in Sun City, Sun City West or vicinity. Luncheons are held at noon on the first Saturday of each month ((Nov.-April) at the Country Cupboard in Sun City. Anyone in the paper industry who is visiting Arizona and is in the area is invited to attend.

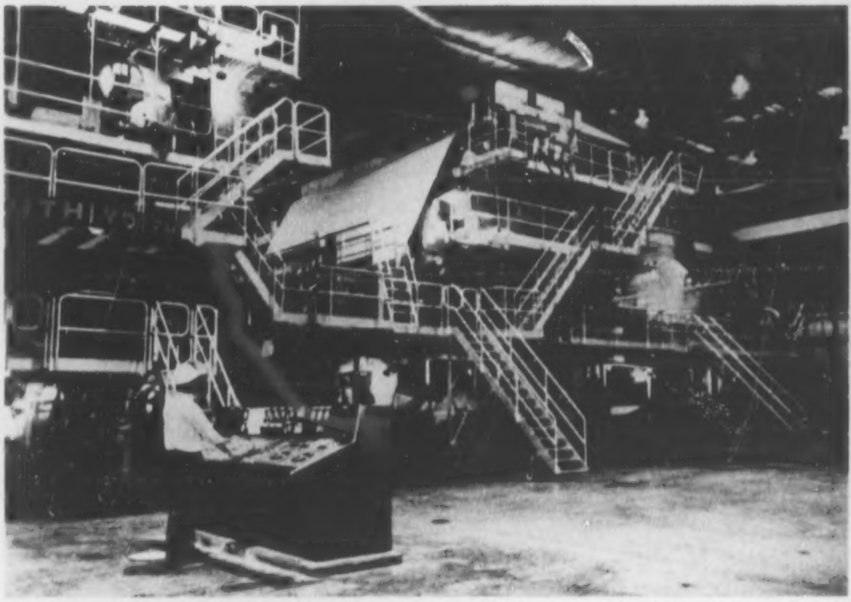
Stan Hashimoto has been promoted to vice president and general manager of Mail-Well Envelope, following the death of Kenneth Kitsu. Mail-Well Envelope, a subsidiary of Great Northern Nekoosa Corporation, specializes in the design and manufacture of custom envelopes.

Raymond J. Dinkin, John S. Clement, Lee B. Griffith, Luis Rebollar, Robert L. Vanderselt and **P. Newton White** have all been elected new corporate vice presidents by the Board of Directors of Scott Paper Company.

Richard L. Mullen has been appointed vice president-kraft converter sales and **Richard C. Green** has been appointed vice president-converted paper sales of Longview Fibre Company. Mullen has been with Longview since 1946, while Green has served the company since 1968.

Timothy E. Needham has been named president of the Brown-Bridge operations of Kimberly-Clark Corp. Brown-Bridge, located in Troy, OH makes adhesive-coated papers, films and foils for commercial printing and other markets.

Leif Smedman has become president and CEO of Newton Falls Paper Mill, Inc.



Hammermill's world-class #15 paper machine's startup at its Riverdale plant was called "spectacular," with its paper heading to the reels more than four months ahead of schedule. Even in the initial stages of production, the giant machine is said to be setting standards of operating efficiency, product quality, and reliability. Controlled by a fully computerized system, the machine is capable of running at speeds to 3,000 feet per minute and turning out 185,000 tons of paper annually. Additional features include an all-computerized dual cut size converting line, a moisture-proof wrap, and automated packaging and loading the reams.

Paper Distribution Industry
Best Sellers

Rank	Publication	Last Mo.
1	Paper Merchant's Guide to Profitable Management. *NPTA.* $49.	1
2	Win-Win Telemarketing Program. *S. Michael Zibrun.* $135.	8
3	Fine Paper Catalog. *Grade Finders.* $55.	2
4	Measuring Customer and Product Line Profitability. *Mullins.* $35.	6
5	Paper Merchant's Guide to Personnel Selection and Evaluation. *NPTA.* $85.	3
6	Strategic Planning: A Fitness Program for Wholesalers. *Arthur Andersen.* $35.	4
7	Higher Profits from Day One. *Arthur Andersen.* $250.	—
8	Branching and Market Coverage. *Healy.* $35.	—
9	The Practical Handbook of Warehousing. *Ackerman.* $40.	7
10	Automated Inventory Management. *Graham.* $35.	—

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Printing Paper

Major Trends Affecting Future of Printing Paper Consumption

Walker Wiener Associates (WWA), a Briarcliff Manor, NY based marketing research firm specializing in the paper, printing and print media industries has completed its second annual assessment of major trends affecting the future of printing and writing paper consumption in the U.S.

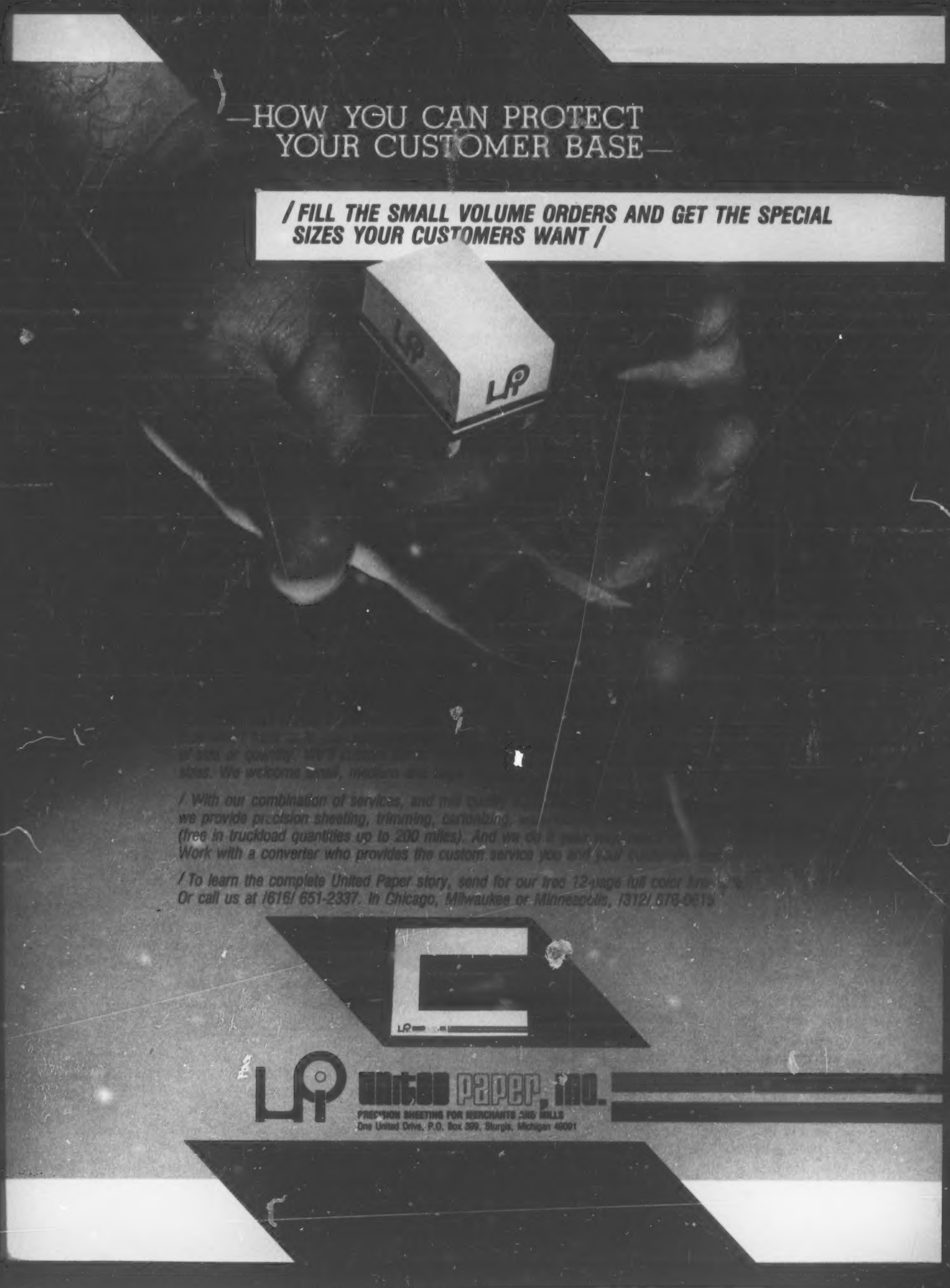
- The underlying demand forces supporting the use of paper still remain strong despite continued developments relating to alternative electronic communication technologies, threats of government legislation, slowdowns in magazine ad pages, and industry consolidations. Key positive influences relate to: a stabilization in print media's share of the total advertising pie, continued introductions of new magazine titles and increasing use of inserts and catalogs. Additionally, the growth of sales promotion, public relations and non-traditional advertising media continues to spur printing and paper demand.
- U.S. paper sourcing patterns continue to globalize. Excluding newsprint, imports of printing and writing papers accounted for 11.9% of total U.S. consumption during the first nine months of 1986, up from 11.8% in 1985. Off-shore imports fell off slightly, from 5.7% of total consumption during the first nine months of 1985 to 5.2% during 1986. Many off-shore suppliers have shown a commitment to remain in the U.S. market despite lower profit margins caused by the decline in the U.S. dollar. The growing involvement of the world publishing and printing community in U.S. markets is likely to open further doors for off-shore paper suppliers.
- Branded paper grades are quickly becoming the most important means for positioning new and old paper products in an increasingly competitive marketplace. The growth in the use of "brand positioning" or "product brand differentiation" by both major domestic and off-shore producers will mean that less attention will be focused on the industry's traditional grade structuring criteria. The coated paper arena has been the focus of most positioning efforts by major paper producers.
- Printing quality requirements and expectations continue to rise, thereby placing greater demands on paper substrates—both in roll and sheet form. Higher quality communication pieces are often the primary means for advertisers to distinguish themselves in an increasingly competitive mailbox or Sunday newspaper.
- The growth of direct marketing is expected to continue through the rest of the eighties, providing an underlying demand for growth in higher value printing materials. Ancillary paper growth opportunities emanating from a rise in direct marketing include those for supportive printed materials (envelopes, letters and reply cards, customized business forms, labels) and packaging materials (corrugated containers for shipping).
- The increasing automation of the bindery function will likely lead to greater use of multiple paper grades in individual publications—both magazines and catalogs. Increased interest continues to be shown by publishers in selective binding of signatures.
- The role of the graphic designer represents one of the most important new forces for increasing printing quality requirements. Greater demands from this group (as it develops greater paper and printing sophistication) are directly impacting catalogs, publications, packaging and many of the corporate collateral materials being used today.
- Advances in the technology relating to low speed "page printing systems" (e.g., office laser printers) represents one of the most important forces impacting the consumption of paper in the office environment. In addition to throughput paper demands, these machines are opening the door to demands for an increased variety of paper grades, both in replacement of and as a supplement to traditional bond copying and forms bond papers.
- Regional publication printing demands have opened the door to new plant investments. This is particularly evident in the western U.S., where several major printers have either acquired or built new facilities to serve this market region. As the vast majority of new paper machine investments continue to be east of the Rockies, the growth of paper demands in the western U.S. has been a prime target of off-shore paper suppliers in their competition for a share of U.S. marketplace.
- Waste continues to remain as one of the major forces impacting paper demand. Given the disposable aspects of most paper products, or that paper can represent a minor cost in completing an overall advertising or promotional project—there is often little incentive or desire to save on paper usage in many short print run areas.

Desktop Publishing Growing Rapidly, Seen Affecting Paper

As personal computers (PCs) grow ever more powerful, laser printers continue to come down in price and more programs become available, the idea represented by the term "desktop publishing" is being adopted by more and more companies. The original impetus for producing camera-ready copy by PC came from Apple, which teamed up their Macintosh computer and laser printer to create a niche for Apple in the corporate world (which is overwhelmingly committed to the IBM standard).

To a large extent, Apple's ploy worked, but recent months have seen a surge of programs designed to work on IBM-type PCs, so that would-be desktop publishers may not have to buy another computer if they are already equipped with IBM or compatible PCs. (Though they should have an AT or equivalent with one megabyte of memory and a laser printer).

Many sales departments are using desktop publishing to produce newsletters, bid proposals, sales promotion literature, brochures and other needed printed material. Expanded in-house publishing, while having an adverse effect on the printing trade (especially in single-color jobs), expands the corporate market for cut sheet paper. It would probably be a wise move to institute a



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survey among both your present client base as well as potential clients to determine whether they are already involved in desktop publishing or intend to become involved.

Industrial Paper

New Statistics in Fast Food

A new survey conducted by the Gallup organization reports that of those who purchase take-out food at least once a week, 32% buy it from a supermarket. This has been a significant increase over previous polls. Twenty-five percent of participants surveyed bought take-out from fast food outlets, 17% bought from pizza parlors and 12% from family restaurants and diners.

The rise of take-out from supermarkets has been a dramatic development for these retailers. Most have been so successful that even doubting competitors have instituted take-out counters in their stores. According to a recent survey by the Food Marketing Institute, 68% of all supermarkets had deli take-out counters in 1985, almost double the 3[illegible]% recorded in the last survey in 1981. Products sold by paper distributors into supermarkets have been primarily meat trays, sanitary supplies and other small order products. Now distributors would be wise to sell an assortment of fast food disposables for these new take-out orders.

FDA Code: The Future or More Confusion?

The FDA has named a task force to help develop a model unicode for food service and other products. This task force met for the first time in Washington, D.C. on December 9, 1986. The members of this group enthusiastically endorsed the idea of updating the current codes for food service, retail foods, vending and other areas. These would then become a comprehensive document on unicode procedure. Each state would be given the option of adopting any or all of the remodeled codes.

The plan agreed upon calls for the panel to present a first draft of this FDA system which would then be circulated by way of the *Federal Register* to as many people as possible, and the appropriate Associations. The sensitive issues surrounding this new coding would be worked on by task force subcommittees. These areas would include management responsibilities, corporate responsibilities and other areas of contention.

While all agree that the time is right for a new model unicode, as is often the case there is much confusion over what changes should be made and how they should be made. The issue of state control of their codes on these products is also a problem with distribution when customers are across state lines.

The Single Service Institute has been in communication with the FDA on the restoration of the "Food Service Code" and other appropriate codes which apply, as well as the specific provision which states that single service products should be used whenever sanitizing facilities are not available.

NPTA Industrial Division to Offer Cleaning & Maintenance Supply Symposium Video Tapes

NPTA's Industrial Papers Division announced that it would soon be offering the video tapes produced during its recent "Cleaning & Maintenance Supply Symposium", held in Atlanta, GA. These tapes will be for sale to members and the industry, either individually or by the set of eight (8) programs.

NPTA held the very successful symposium because the Industrial Division has recognized the dramatic increase in interest on the part of industrial members in the cleaning and maintenance supply product line. The symposium featured many industry leaders from both the distribution and manufacturing sectors. The sessions were designed to provide an overview of the ins and outs of distributing these products and the services necessary to meet customers' needs in this area.

The programs included are:

Tape #1) Cleaning & Maintenance Supply: What are the Products and Services of the Distributor?—David Holtzman, TEC Products, NJ; Jack Woodhouse, Standard Paper Sales Co., Asheville, NC; Richards "Dix" Jarden, Bullen Chemical Co., Folcroft, PA

Tape #2) Who are the Cleaning & Maintenance Supply Customers & What are They Looking for?—Richards "Dix" Jarden, Bullen Chemical Co., Folcroft, PA

Tape#3) Are Specialists Necessary and What do They do?—James Brame, Jr., Brame Specialty Co., Durham, NC

Tape #4) Product Liability in Cleaning & Maintenance Supply—Michael Weir, Esq., Chadbourne, Parke, NY

Tape #5) What Merchants Can Expect from Manufacturers of Cleaning & Maintenance Supply Products—Ken Koblitz, Americo Manufacturing Co., Ackworth, GA

Tape #6) Customer Services in Cleaning & Maintenance Supply—John Plant, Maintenance Equipment Co., Tucker, GA

Tape #7) How to Beef Up Your Marketing Efforts and Company Image in Order to Sell Sanitary Supply—Ken Koblitz, Americo Manufacturing Co., Ackworth, GA

Tape #8) Future Trends in Cleaning & Maintenance Supply—Ken Koblitz, Americo Manufacturing Co., Ackworth, GA; John Plant, Maintenance Equipment Co., Tucker, GA

Have Oven, Will Travel

Arby's fast food company recently introduced twenty (20) mobile units for service away from their retail outlets. These units are fully equipped to sell the full line of Arby's products at large outdoor activities such as sporting events and parades. Each unit will be 32'x8' and will contain a freezer, sink, two ovens and a complete beverage system.

Arby's is hoping that these units will also increase sales at their restaurants by introducing their products to consumers who have not tried them but might be tempted to do so in place of the usual "hot dog" fare normally provided at such events. Naturally, all of the other fast

"We're too small a company to justify the purchase of a computer..."

That kind of thinking is what keeps small companies small. It is usually spoken by someone who believes that computers fall into one of three distinct categories: expensive, inadequate, or hard to use.

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The Apple Macintosh Plus™ Computer.

The Macintosh is a powerful, extremely easy to use, and expandable* computer that can help you now, and grow along with your business.

What you really see in the picture is a relational database, a product catalog including complete MSDS information, year-to-date accounts payable and receivable, as well as a general ledger, annual sales projections, a complete listing of customers, including their phone numbers, addresses, and sales history, 265 pages of correspondence, a shopping list memo, and an on-going game of chess.

And it only takes up about 2 feet of deskspace, and goes home on week-ends.

Venus Software Solutions has taken this incredible machine and custom-fitted it into the Maintenance Supply Industry; by providing dependable hardware and software to help you run your day to day business.

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food chains are watching the progress of this program and are likely to follow suit should Arby's be successful.

Household Paper Marketing Analysis Just Published

The U.S. market for household paper products is the subject of a strategic marketing analysis and biennial review that has been published by Business Trend Analysts (BTA). Among the topics covered in the 235 page report are:

- Overall market dynamics
- Market segmentation
- Survey of consumer buying patterns
- Retail distribution patterns
- Pricing trends
- Export markets
- Competitor information
- Producer price indexes
- Capacity utilization
- Industry economics and consumption patterns
- Exports

The study, which covers the years 1972–85, with estimates for 1986 and projections to 1995, reveals that dollar sales of household paper products (measured at the manufacturers' level) totaled $7.8 billion in 1985, a jump of 5.4% over 1984. Average yearly growth of 8.2% through 1995 is projected.

Sales of toilet tissue are growing faster in the industrial market than in the consumer market. Industrial tissue sales for 1986 are estimated at 37.8% vs. 62.2% for consumer types (up from 24.8% in 1972).

Of the $2.47 billion institutional tissue paper market, 40% is accounted for by towels, 29.4% by toilet tissue, 24.9% by table napkins and 5.7% by wipers. Toilet tissue's share has risen most over the years. 312,000 short tons of industrial toilet tissue was shipped in 1986 (estimate), for 18.4% of the total, compared to 1.38 million short tons on the consumer side, or 81.6%.

Industrial paper towel shipments totalled an estimated 568,000 short tons in 1986, worth $938 million and accounting for 39.6% of the market. Industrial-grade table napkin shipments totalled 356,000 short tons, worth $572 million, for 61.4% of the total market. Paper cups, while accounting for a 67% share of the market, continue to lose ground to foam cups and other plastic-based cups.

Reflecting the intense conpetition in the industry, outlays for advertising continue to rise, with an increasing percentage of ad budgets going to local television stations.

For further information about the study, or to order a copy ($650), write to BTA's Publications Department, 2171 Jericho Turnpike, Commack, NY 11725, or phone 516-462-5454.

Microwave Mania

The fast food industry has been watching the increase in sales and usage of microwave ovens very carefully. Most food service executives are fearful that the microwave may have the same effect on the food service industry that the VCR had on the movie industry. Food for thought on this matter is the fact that sales of fast food were flat in 1985. Many are wondering if this indicates that consumers are using the microwave for quick meals rather than going out to eat at a local restaurant. Such a trend would pose dramatic new challenges to the food service industry, especially fast food operators.

It is hard to imagine an increase in advertising on the part of fast food producers. It is speculated, however, that this may soon happen as sales drop rather than increase.

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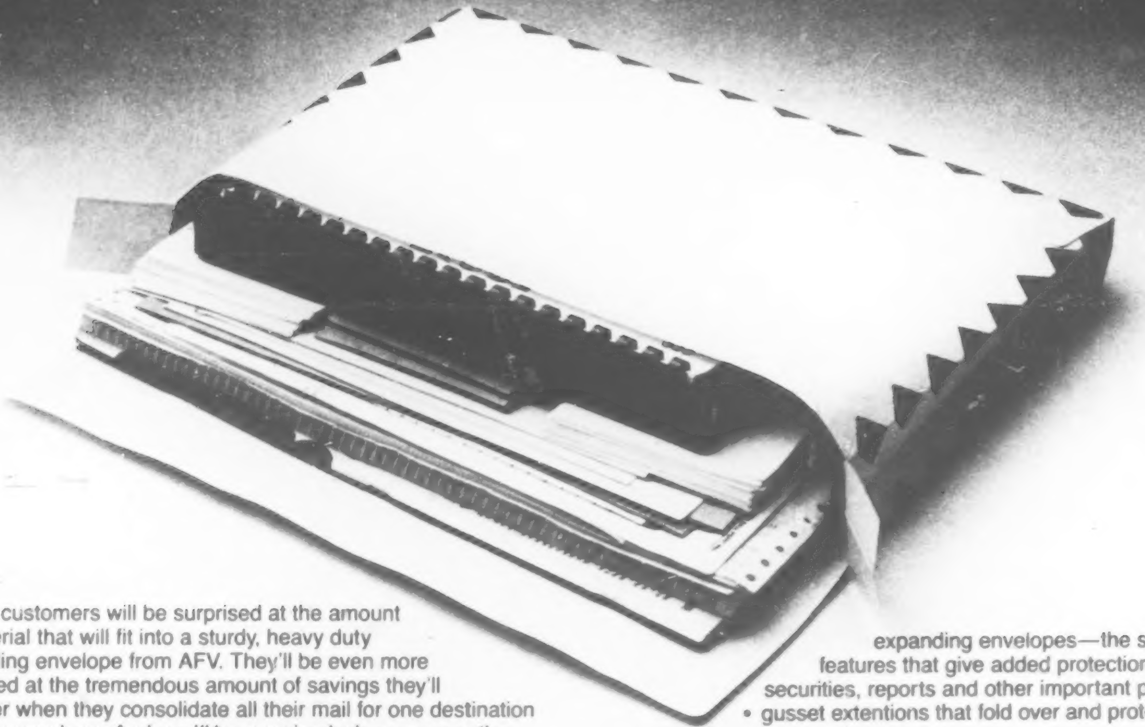

Your customers will be surprised at the amount of material that will fit into a sturdy, heavy duty expanding envelope from AFV. They'll be even more surprised at the tremendous amount of savings they'll discover when they consolidate all their mail for one destination into one envelope. And *you'll* be surprised when you see the increase in your sales as customers come back time and again for AFV expanding envelopes.

Sending several flat envelopes to a single address is wasting postage dollars. This chart compares the costs of mailing 2 lbs. 4 oz. of material in three flats versus one AFV Expanding Mailer.

Three Flat Envelopes		**One AFV Expanding Envelope**	
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12 oz.	2.09	Total . . . 36 oz.	$2.40
12 oz.	2.09	Envelope cost:	
Total . . . 36 oz.	$6.27	1 kraft expanding	.35
Envelope cost:		TOTAL COST	$2.75
3 kraft flats @ 8¢ ea.	.24		
TOTAL COST	$6.51	**SAVE 58%**	

Just look at those savings in a single mailing! And when you multiply that by the thousands of mailings that go through mailrooms, you can see how easy it is to save thousands of dollars in postage alone.

And there are other savings, too. Savings on labor costs, because AFV expanding envelopes require less handling. Savings on storage costs, because customers need to stock fewer envelopes. Savings on registration costs, because they register only one envelope instead of several.

Here's another reason your customers will switch to AFV expanding envelopes—the special features that give added protection to securities, reports and other important papers:

- gusset extentions that fold over and protect the ends and corners;
- large flap that seals down over seams and reinforces the envelope (available with remoistening gum and Press-Tite Dri-Seal);
- evenly applied gum on the flap to ensure a tight seal.

AFV expanding envelopes are available in both kraft and super-strong, super-lightweight Tyvek®. Sizes range from 3½" x 7½" x 1" to 12" x 18" x 3". There's a size for every purpose!

When you help your customers save money, you'll be helping yourself increase sales! For more information on AFV Expanding Mailers, call or return the coupon below.

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YES! I want to increase sales by introducing the envelope that can save my customers money. Please have my AFV Account Executive call me about AFV Expanding Mailers.

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A Management Program Tailored For Today's Industry Leaders

Some participants have described the NPTA Paper Distribution Management Development Program as intense, some comprehensive and some highly educationally rewarding and professional. All would agree that it is the most customized and specialized program available to managers of wholesale paper distributorships.

Week one provides participants in-depth training around key financial aspects of managing a merchant operation; week two gives training in the human resource area—effective leadership styles, time management, performance management, interpersonal and organizational communication.

On November 14, 1986, twenty-one managers completed their first week at Miami University in Oxford, Ohio. Jack Smith, president, Smith Paper Co., Pine Bluff, Arkansas, sums up the group's reactions this way:

"Since returning from Miami University I feel even more fulfilled and rewarded for attending your Management Development Program. Considering the fairly broad range of business types and sizes and the broader range of management levels attending, I think you did a *fantastic* job of structuring a program that was meaningful to all.

"Granted, each of us probably had our own different set of topics covered that we would like to have delved into more deeply. Realizing the impracticality of that, I am confident that we were provided the best of all worlds.

"Your selection of faculty was excellent. Each, in their respective areas, was obviously highly qualified to cover his subject. Any other combination would probably have been less effective.

"Bottom line: you, the staff and faculty pulled it off beautifully. I thank you and look forward to next May."

The Program's First Week in Detail

The following is an outline of the first week, presented from Nov. 10–14, 1986.

- Session 1: *The Scope of Marketing Management*

The first full-day session devoted to marketing focuses on four areas: the scope of marketing, market segmentation, buying behavior and external market analysis. The session concluded with the analysis of a case study which explores a number of sales management issues of a paper distributor. In the section dealing with the scope of marketing, participants learned the basic characteristics of a marketing oriented company and completed a survey which measures the extent to which their company has embraced sound marketing management principles. The segmentation section highlighted the various techniques for evaluating market segments with particular emphasis on SIC codes.

- Session 2: *Profitability Analysis*

One-third of the first week is devoted to topics that should be of concern to developing management in the paper merchant business. The first half-day session is designed to familiarize participants with basic accounting and financial terms and to promote better understanding of the factors that contribute to company profitability from the perspective of company owners. The relationship between operational profitability and rate of return to owners is developed. Financial statement data from two major paper manufacturers are used to illustrate the principal analytical elements covered.

- Session 3: *Strategic Management of the Paper Wholesaler*

The session deals with understanding management's role in shaping the future of the firm, understanding the impact of changing societal values on managing a firm, and analyzing a planning process for shaping the firm's future. The session concluded with the analysis of a case study in which participants evaluate the effect of managerial style/culture on mergers.

- Session 4: *Use of Performance Measures*

The second half-day session dealt with the terminology and financial elements of capital expenditure decision-making. Participants learned how to make and are required to make a capital budgeting decision relating to a proposed capital expenditure appropriate to paper wholesaling. Participants are introduced in the session to leasing decisions, which require a transfer of skills from capital budgeting analysis. The final half-day session on finance is primarily concerned with an evaluation of a participating paper merchant's financial statements and performance. Emphasis is placed on familiarizing participants with the NPTA's Performance Analysis Report and on use of the Report format to analyze company data.

- Session 5: *Understanding the Industrial Buying Process*

In the buying behavior segment, significant attention is given to understanding how buying decisions are made and how marketing programs should be geared to these important behavioral dimensions. The final section, external market analysis, demonstrated the application of a variety of techniques for measuring market potential, evaluating competitors and analyzing customers.

- Session 6: *Market Analysis—Internal*

A paper merchant is a marketing services organization. The strength of the business is directly related to how customers perceive the products, services and marketing capabilities of the company. This segment of the program is concerned with the various aspects of evaluating a company's marketing effectiveness and the development of strategic marketing plans.

Participants are asked to take a look at changes taking place in their business environment and to make some observations about the impact of change on their overall marketing approach. In addition, they are presented with tools and techniques for conducting a Marketing Productivity Audit and are given practical advice on how to build an effective marketing/business plan for their organizations. Topics include the following: evaluating industry and market conditions; how to analyze competition; improving relationships with suppliers; how to evaluate and improve internal systems/procedures; facilities and service capabilities assessment; evaluation of management and personnel effectiveness; and understanding the financial implications of marketing decisions. The session is interactive and involves the use of examples, exercises and workshop sessions.

- Session 7: *Credit and Collections*

The final topic considered in the finance area is credit evaluation, with emphasis placed on use of financial ratios and problems related to sources of information and the credibility of available information.

Who Should Attend

The Program is designed for managers who are seeking professional development which will broaden their skills and enhance their progression to higher levels of responsibility. Participants will have comparable managerial responsibilities but diverse skills and experience.

The program carries no formal educational prerequisites for admission. Participants tend to be approximately 35 to 45 years old. They are persons who want to think, learn and contribute to the discussions. It is important that they be free from company responsibilities during the entire Program.

In the first four sessions of the Program, 71 persons have attended, sponsored by 45 companies from 31 states and 4 Canadian provinces. Representative titles have included president (5), vice president (11), general manager (9), branch manager (12), and sales manager (11).

Program sponsors include...
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National Paper & Packaging Company
Butler Paper Company
J.B. Papers, Inc.
Rourke-Eno Paper Company, Inc.
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Century Papers, Inc.
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Midwestern Paper Company
Johnson Wholesale
The Millcraft Paper Company
TarHeel Paper & Supply Company
Smith Paper Products Company
Inlander-Steindler Paper Company
The Ohio and Michigan Paper
Carr Paper Company
Morris Paper Company
The Cincinnati Cordage and Paper Company
Alling and Cory
Inter City Papers Ltd.
Supplyways, Inc.
The Dowd Company, Inc.
Dralle Paper
Richard Bauer & Company, Inc.
Fisher Brothers Paper Company
J.C. Scott Brothers, Ltd.
Buntin Reed Paper Company
Gummed Papers of America
McGinnis Independent Paper Company, Inc.
Hammermill Paper Company

Preview the Program First Hand

NPTA's Education and Training Department has released a 15 minute video tape introduction of its Paper Distribution Management Development Program. Filmed on Miami University campus, the program's professors outline the scope and focus of their respective presentations.

To preview this tape and to find out more about the full two-week syllabus and registering for the next full session: May 3–8 and November 8–13, 1987 contact Bruce H. Linden, NPTA, (516) 829-3070.

The 100th Congress: Major Agenda Issues

With the Democrats now in control of both the House and Senate, "Legislative Update" from the American Paper Institute, Inc. summarizes several areas of interest to the paper industry.

The Gramm-Rudman Act requires Congress to cut the fiscal year 1988 budget deficit by $40-60 billion, either by reducing spending or increasing revenue (or a combination of both). The Administration wants to cut nonmilitary programs, increase user fees and sell selected government assets. Senate Budget Committee Chairman Lawton Chiles (D-FL) claims that the Administration's proposals fall about $20 billion short of the Gramm-Rudman target, in part because of overly optimistic projections for economic growth. Congress may be faced with choosing between increased taxes, which the Administration has not completely ruled out, and changing or ignoring the Gramm-Rudman targets. It seems unlikely that any changes will be made in the Tax Reform Act of 1986 concerning rates, effective dates, capital gains or other items.

Clean Air and Water

Last year Congress unanimously approved legislation to reauthorize the Clean Water Act, but President Reagan refused to sign the bill after the 99th Congress adjourned, thus vetoing it. The bill was repassed as one of the first orders of business (though not unanimously in the Senate), and by the time you read this it was probably passed over the (expected) President's veto. A major push is expected by proponents of acid rain legislation to place new controls on sulfur dioxide and nitrogen oxide. Acid rain legislation gained significant support in the last Congress, and, while there is still much opposition, it is possible that new controls will be enacted during the current Congress.

Employee Benefits and Rights

Mandated employee benefits is the focus of several bills that are likely to receive extensive hearings by Congressional committees. Among the topics to be addressed are expanded benefits for dislocated workers, continuation of health care insurance for four months for terminated employees and extended leave for personal illness. Also, the creation of a new federal system to identify workers at risk of occupational disease from exposure to toxic and hazardous substances and doing a comparable worth-type study of the federal employees pay and classification system are likely to be considered.

Trade Bill to be Considered

It is likely that a bill mandating retaliatory actions when other nations engage in unfair trading practices will be passed. At present, such action is discretionary, and the Administration is opposed to mandatory actions. Whether a compromise can be worked out is unclear at present.

Energy Legislation Unlikely

As usual, natural gas legislation will be considered, at least on the subcommittee level, but it is not very likely that any progress will be made in resolving the traditional differences between producers, users and utilities. Hearings on the Public Utility Regulatory Policies Act may be held, but utilities, consumers and alternate power producers all stated last year that no federal legislation is desired at this time, but action remains a possibility.

Re-regulation and Deregulation

Chairman John Dingell (D-MI) of the House Energy and Commerce Committee is expected to introduce legislation requiring new regulations to guarantee competition among railroads and ensure protection for rail employees. In the last Congress several trucking industry deregulation proposals were put forth, but it is unclear if a major effort will be forthcoming in this Congress to seek passage of these or similar proposals.

Corporate Takeovers and Antitrust

Recent insider trading revelations may inspire Congressional interest in changing corporate takeover rules. Whether legislation will actually be passed is uncertain, but extensive hearings are likely to be held by both Houses. With regard to antitrust legislation, the changeover in the Senate Judiciary Committee to a more liberal point of view than prevailed in last year's Republican controlled Senate may see proposals brought forth that would put business on the defensive.

Recent insider trading revelations may inspire Congressional interest in changing corporate takeover rules.

It's your deal

As a paper merchant house, you know you need a supplier you can count on for a winning hand when the chips are down. In short, a supplier that makes it easy to keep your house a full house.

Domtar Fine Papers. We've got the wide range of papers you need – uncoated free sheet, commercial printing, reprographic, writing – in the colors, whites, opaques and weights you need. And our mills have the capacity to keep you playing with a full deck no matter how tall the order. Even more reassuring, our widening stocking program assures you of the most inviting stakes imaginable. **Domtar Fine Papers.** What more can we say? It's your deal.

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The Sales Professional 1

A special section dedicated to those who sell or manage the sales function

Cost of Mill Sales Calls Reported Up Over 83%

The average cost per sales call for the paper companies represented in a 1985 McGraw-Hill survey of selling costs was $263.70—near the top of all industries. According to the report, *Cost of an Industrial Sales Call,* this is an increase of more than 83% from 1983-85, and falls within two-thirds of the industries whose sales calls costs rose. One-third of the 14 industries for which McGraw-Hill provided detailed data in its biennial 1985 survey had lower costs than two years ago. The latest overall cost for making a sales call was $229.70.■

ISP's President's Club meeting was held this year in Tuscon, Arizona. Participants included (from left): Front Row: M. Tracy, R. Schultz, W. Hemes, R. Bartman, W. Morrow, R. Mignano. Back Row: V. Batchelor, D. Malone, R. Klaetsch, T. Altholz, M. Ryan, J. Pyzynski, F. Vanstrom.

Study Shows Business-to-Business Advertising Works, Generates Leads

The Detroit chapter of the Business/Professional Advertising Association has done a study whose focus was on what field salespeople thought about advertising support. As reported in the January issue of *Sales and Marketing Management*, responses from 2,500 salespeople showed that more than 85% received sales leads from advertising during the past year, while more than 80% said that their companies have programs to follow up inquiries prompted by their ads.

Other findings in *The Detroit Study*, as it is called, indicated that 65% of salespeople read specialized business publications aimed at their customers; 67% thought that their customers view advertising as a "very important" way to learn about new products; and 69% said that they had used reprints or other examples of advertising in the course of making sales presentations during the past year. (While the study was not centered on any particular industry, *MN* hopes that more than 65% of salespeople in the paper trade are making use not only of specialized publications, but every means possible, to keep themselves up-to-date in all aspects of our industry).■

Sales Briefs

SENECA PAPER has announced the promotion of Tom Jorgensen to Rochester Division sales manager. Jorgensen has been with Seneca Paper for 25 years. George McCandless and Linda C. Greeley have joined the Rochester Division as sales representatives. Prior to joining Seneca Paper, McCandless had been with Case Hoyt for twelve years. Greeley has seven years experience in graphic arts, having worked for both Monroe Litho and Kircher & Associates. Seneca Paper is a division of Paper Corporation of America, a subsidiary of Alco Standard Corporation of Valley Forge, PA.

APPLETON PAPERS INC. has engaged Thomas K. Olson as senior sales representative for the Mid-Atlantic Region, King of Prussia, PA, sales office. Olsen had been an account executive with the Arnold Corporation of Cleveland, OH.

JAMES RIVER CORPORATION intends to expand its sales of specialty printing papers beyond current domestic markets. Culter Guard Bridge Export Ltd., which has previously acted as the overseas sales company for James River's GB Papers Division in Scotland, has been renamed James River Fine Papers Ltd. and will assume responsibility for the marketing of both British and U.S. produced specialty printing papers in international markets.

MARVEL LIGHTING CORP. of Fort Lee, NJ, a domestic manufacturer of long life light bulbs, is offering a reprint of a government report entitled "The Short Life of the Electric Light Bulb". The report states that "bulb life is shorter now than a half century ago," and explains the risks and hazards involved in changing light bulbs in inaccessible locations as well as the cost in labor and time. For a free copy of the report, write to Marvel at 222 Bridge Plaza South, Fort Lee, NJ 07024; 201-944-2313.

THACKER CONTAINER CO. is now distributing eight new tote trays made of corrugated plastic by Diversi-Plast Products. Plastic has several inherent advantages over paperboard including greater strength, resistance to oils, acids, alkalis and grease, and reusability. Areas in which corrugated plastic has been found useful include material handling, distribution, food packaging, bulk mail and storage.

GILBERT PAPER has announced its second student letterhead design competition, aimed at student designers around the country. Judges from the graphic arts industry will select the winning entries, with the top four entries earning cash prizes for the student designer, the instructor and the school.

SCOTT PAPER COMPANY's Away-From-Home Products Division has published a detailed specification sheet on EconoMizer® cloth-replacement wipers. A copy of the sheet can be obtained by writing to EconoMizer Information Sheet, Scott Paper Company, Dept. JS-31, P.O. Box 830, Devon, PA 19333, or call 1-800-4-SCOTT-1.

UNITED PAPER, INC. has promoted Charlie Schmidt to national sales manager from his previous position as regional sales manager. In addition, Jeffrey A. Hussey has been appointed a sales representative for the Sturgis, MI firm. Hussey has over eight years experience in the paper industry, working as a purchasing agent for Mead Merchants in Cleveland just prior to joining United Paper.

CAROLINA RETAIL PACKAGING, INC. of Lexington, SC has announced several new positions and sales territories. Thomas M. Burbage, Jr. has ~~joined~~ the firm in an executive management position; Dennis Egan, a company vice president, will manage a new sales territory in the Richmond, VA area; Jane Cole will cover the southeastern Virginia territory; Lloyd Brinkley has joined the firm and will work in the new Raleigh Durham and eastern North Carolina sales area and Mike Martin, sales manager for Charlotte, NC will supervise the newly created market areas in addition to his present responsibilities.

AMKO PLASTICS INC. of Cincinnati, OH has introduced an over-the-shoulder carry bag for retail stores. Dubbed the Shoulder Drawstring bag, it can be carried under the arm, or the drawstrings can be pulled out either from the middle or one end. The bag was shown at the 1987 National Retailers Business and Equipment Exposition held in New York City in January.

GEORGIA-PACIFIC has named Glenn M. Leech sales manager for its Grocery Bag and Sack Division in Richmond, VA. The division manufactures a full line of bleached and natural kraft paper bags and sacks for paper distributors, wholesale grocers and supermarket chains.

INTERNATIONAL PAPER COMPANY is offering merchants greater ordering flexibility and faster delivery of rolls of Springhill™ Papers. Blue, Canary and Ivory offset rolls in 11 and 17 inch widths, 40 inch diameter and 50 and 60 pound basis weights with a Wove finish are available immediately from both their Ticonderoga, NY and Mobile, AL mills. International Paper will fill Custom Roll orders from the Mobile mill within 48 hours from available stocks, and will mix offset rolls with reprographic paper, colors, offset skids and cartons, and return postcard stock.

UNION CAMP CORP. has produced a full-color information kit about their solid fibre slipsheets. The company claims that the cost of shipping unitized loads of manufactured products on slipsheets costs significantly less, on a long-term basis, than using pallets. Slipsheets weigh less than pallets and also save space. To receive a copy, write to Union Camp Corp., Container Division, 1600 Valley Road, Wayne, NJ 07470, or call 201-628-2414.■

Cut Size Paper Buyers: What They Like About Their Equipment

There are over 200 plain-paper copiers marketed in the U.S., reports the Datapro Research Corp. Their 1986 survey of readers of *The Office* magazine showed that most respondents said that reduction and enlargement capabilities were the primary factors in their copier selection.

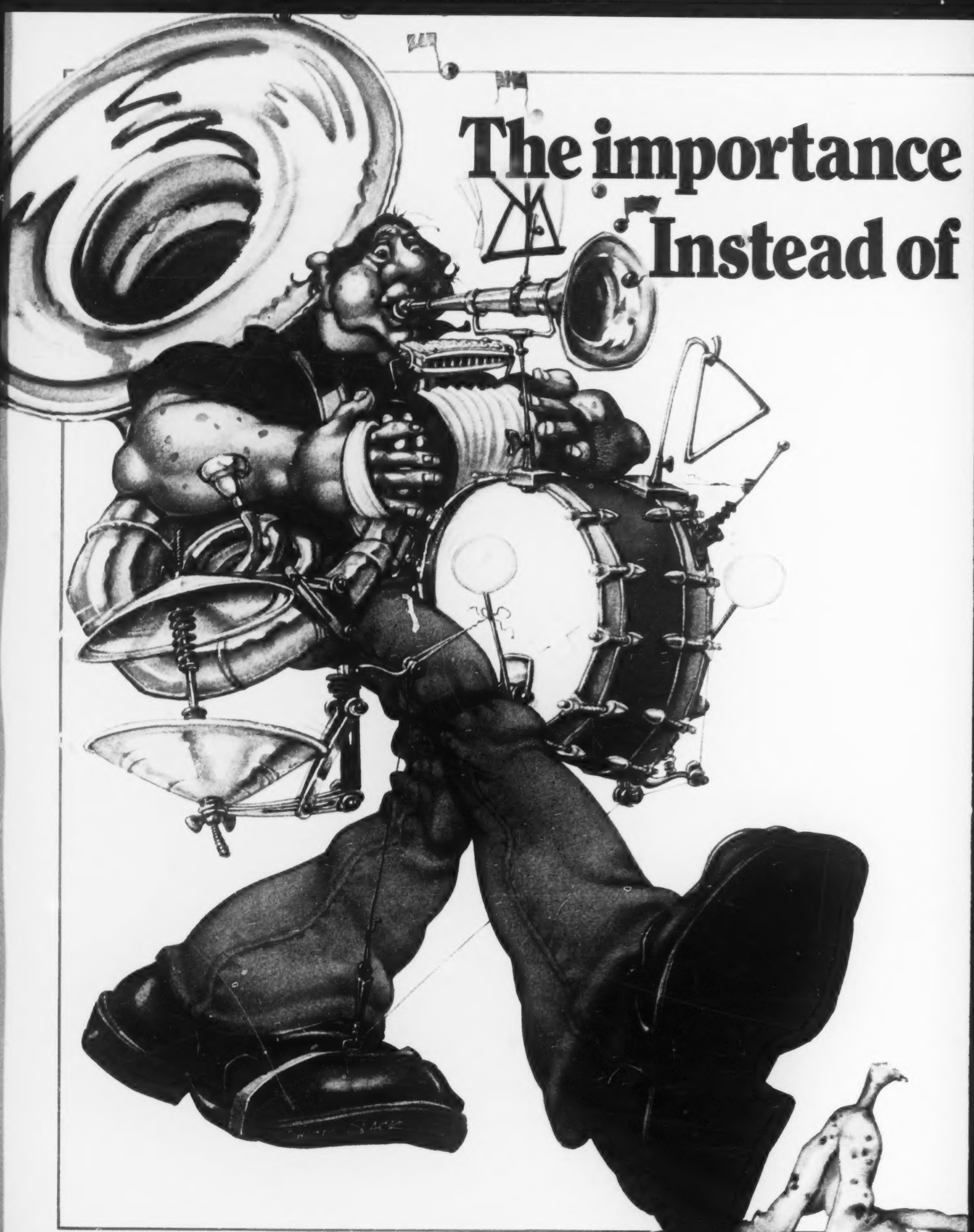
Competition among copier manufacturers is causing the addition of many bells and whistles that buyers are not taken with, the report found. For example, interchangeable toner colors was not a needed feature for 56% of respondents, while 75% said reduction was a must.

Satisfaction level among users increased with higher volume machines. Of low-volume copier users, 12% were dissatisfied with their equipment. With the highest volume users, only 1% said that they were not happy with their copiers.■

Managers Learn to Spot Drug Abusers Quickly

The American Management Association reports that a survey of over 100 representatives of Fortune 100 companies suggests that training supervisors to spot signs of drug abuse and then confront suspected users may be more effective than urinalysis in curtailing drugs in the workplace. The Pharmaceutical Manufacturers Association (PMA) has produced a pamphlet entitled **Substance Abuse—Signs and Symptoms**, listing over 20 drugs commonly used for non-medical purposes along with the most common physical characteristics and behavior exhibited by users of these drugs. Single copies of the pamphlet can be ordered by writing to the PMA, Consumer Information, 1100 15th Street, N.W., Washington, D.C., or calling 202-835-3400.■

The importance Instead of



ROUND 2: BAY WEST VS. THE PAPER GIANT

# of doing one thing well. doing too many things.

The Paper Giant certainly knows how to toot his horn. He seems to have everything that everyone wants in disposable products.

Until he slips up in the washroom.

He begins by selling through every distributor in town. The resulting price trenches send profit margins spiraling downward.

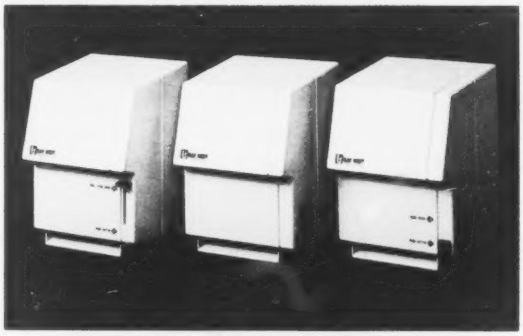
What's worse, the well-deserved sales from hard-earned end-user installations suffer a constant threat: being lost to nearby competitors who sell The Paper Giant's line, too.

It's not the kind of music anyone likes to face. Especially in the washroom, where the Paper Giant's emphasis on the food service market makes him march to the wrong beat. He's not in step with cost issues. Nor is he tuned into waste problems. Even his product quality strikes chords of user dissatisfaction.

Enter Bay West, the company that doesn't try to be all things to all people. *Just everything for the washroom.*

And with this full line comes the Bay Wester, your local representative from Bay West. His selective distribution policy means you sell products with unique value. At a highly exclusive ROI.

What's more, the washroom expertise of your Bay Wester helps to heighten service availability and strengthen washroom quality. His fresh, smart products even help your customers lower costs and reduce product waste to beat the band.



With new Compatible™ transfer dispensers and Turn-Towl® roll towels, each washroom has the degree of controlled usage and user convenience that's right—for you and your customers' washrooms.

As a result, washrooms work right for everyone—from the distributor all the way to the end-user.

And that's the name of that tune.

Get a great act together for your bottom line and your customers' washrooms. Call for the Bay Wester.

Visit our hospitality suite at the Sheraton-Boston Hotel during the NPTA Show.

BAY WEST
A MOSINEE PAPER DIVISION
The Washroom Specialist

Call Toll-Free 1-800-558-2872
In Wisconsin call 1-800-242-7630

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Paper Distributor Word Find Puzzle

Find the words listed below hidden in this puzzle. Words may be found horizontally, vertically or diagonally—forward or backward. One word on the list below is NOT in the puzzle...Can you find it?

Agent
Bags
Bid
Bond
Box
Branch
Bristol
Can
Cardboard
CEO
Clean
Close
Coach
Computer
Cups
Customer
Cut
Data
Deal
Direct
Disposable
Distributors
EDP
Exit
Felt
Firm
Forklift
Forms
Grade
Guide
Industrial
Ink
Invoice
Kraft
Labor
Laser
Lead
Lid
Lines
Loan
Location
Loss
Made
Market
Merchant
MN
Neat
Net
NPTA
Oddlot
Off
Order
Packaging
Pallet
Paper
PAR
Payroll
Plates
Printing
Profit
Pulp
Retail
Rig
Roll
Sack
Sales
Sanitary
Sell
Share
Shipments
Site
Skid
Slipsheet
Supply
Tape
Telemarketing
Time
Tissue
Tool
Tree
Trips
Truck
Uncoated
Union
Vents
Warehousing
Waste
Wholesale
Wiper

L	H	M	D	H	E	D	I	R	B	E	C	I	O	V	N	I
A	C	D	A	E	C	D	I	S	E	L	L	I	D	E	O	N
I	N	I	T	D	T	A	R	S	I	T	E	L	A	T	I	K
R	A	R	A	I	E	A	O	A	P	L	A	T	E	S	T	O
T	R	E	T	U	P	M	O	C	O	O	N	I	L	M	A	E
S	B	C	O	G	R	T	U	C	S	B	S	M	L	R	C	C
U	G	T	C	L	O	S	E	P	N	C	D	A	Y	O	O	I
D	G	R	I	A	F	T	I	S	S	U	E	R	B	F	L	F
N	N	D	A	E	I	R	I	G	N	S	A	K	A	L	F	F
I	I	B	I	D	T	K	R	A	F	T	R	E	E	C	E	O
S	T	R	Y	E	E	O	O	B	I	O	I	T	R	U	C	K
H	E	I	N	P	M	L	O	N	S	M	R	X	A	S	T	A
I	K	S	A	N	P	T	A	L	S	E	A	K	E	S	L	P
P	R	T	C	A	R	S	I	S	P	R	P	N	L	K	E	R
M	A	O	L	E	A	P	O	I	E	K	I	M	R	I	F	I
E	M	L	S	L	S	L	W	P	C	L	B	O	N	D	F	N
N	E	A	E	H	R	U	A	A	A	A	O	R	D	E	R	T
T	L	S	E	T	O	P	S	P	U	C	X	H	D	O	I	I
S	E	E	N	O	B	L	T	Y	S	T	K	P	W	F	U	N
A	T	E	K	R	A	M	E	L	L	H	O	A	O	E	N	G
A	G	O	I	U	L	L	O	R	L	P	A	R	G	M	I	O
A	T	E	D	O	L	L	O	R	Y	A	P	R	J	I	O	N
S	R	O	T	U	B	I	R	T	S	I	D	U	E	T	N	E
T	O	L	D	D	O	W	A	R	E	H	O	U	S	I	N	G

Selling is...

The world can be divided into two groups: those who are selling and those who are buying. (Of course, since we are *all* consumers, even if we are sellers, the buyers out number the sellers by a considerable number).

Every company with a product to sell is faced with the problem of convincing the buyer to select *its* product instead of one from a competitor. There are many ways to accomplish this, including advertising, point-of-sale displays with eye-catching packaging, word-of-mouth testimonials from satisfied users (this can work both ways, of course), and, for most companies, salespeople—probably the most important means of getting the word out.

Companies which have a sales force quite understandably would like to have them achieve as much success as possible. Unfortunately, as with all human occupations, not every salesperson is "the best." Every company holds periodic sales meetings to impart product information as well as encouragement to their employees. In addition, there are many companies which specialize in conducting seminars or workshops whose purpose it is to train salespeople in the fine art of salesmanship.

It is usually assumed that, in order to be a good salesperson, it helps to have an outgoing personality. But that is not enough. Training seminars quite often concentrate on teaching a salesperson how to overcome objections and to plow ahead until the customer is so weakened that he will sign anything just to get rid of you. While "hard sell" tactics may work with some customers, with others it will do nothing but create resentment and guarantee no sale.

What does it take to be a good salesperson? It has been said that there is nothing in such short supply as "common sense," but that is certainly one of the most helpful attributes of a good salesperson. It is common sense to dress in a neat, professional manner. It is common sense to treat your customers with courtesy. It is common sense to know all there is to know about the product(s) you are selling, and how your customer will be helped by using it. It is common sense to keep in touch with your established customers. It is common sense to do your best to solve complaints.

The list can go on and on, but the point has been made. Selling a product is a service, and success comes to those who do their best to satisfy their customers' requirements, regardless of the type of product being sold. It follows, therefore, that to do your best job in selling, you must understand not only your own product, but your customers' business, as well. In the end, a successful salesperson is not selling a product but rather satisfying a need. And if you manage to satisfy those needs, you will find that *your* needs will have no trouble being satisfied, either. ■

Strathmore Paper Hosts Sales Promotion Seminar

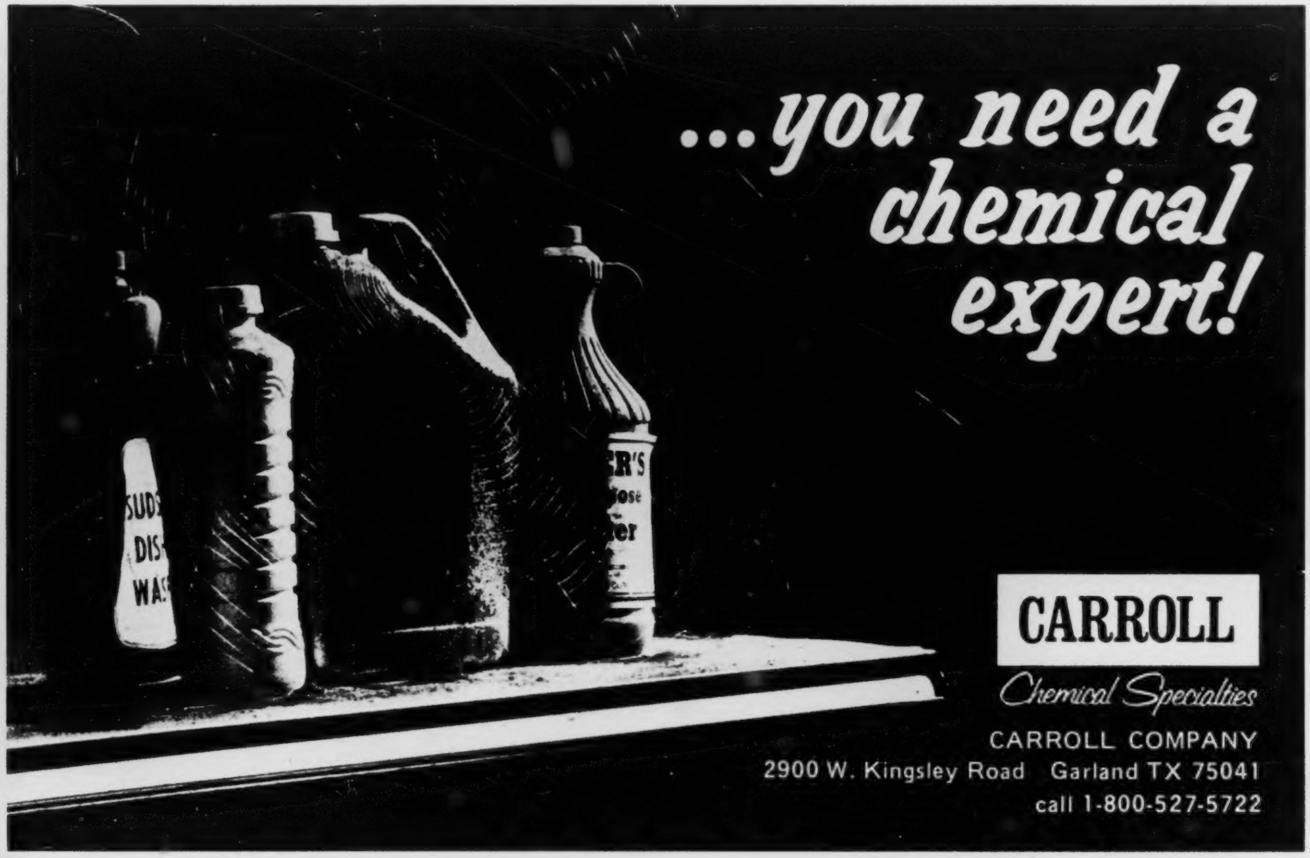
For many years Strathmore Paper Company has conducted seminars for paper merchants. The most recent seminar was held at the Strathmore Lodge in Russell, MA, and focused on all aspects of merchant promotion, from the basics of sampling, labeling and use of paper industry tools, to methods of presenting paper and servicing the creative community.

Murray Grant, Strathmore's advertising and sales promotion manager, pointed out that Strathmore does not bring in outside speakers, but rather covers the subjects with company personnel. Besides the in-depth company presentations, time is given to substantial discussions within the participating group. The result is a seminar program that has come to be highly rated by attending merchants as both informative and very productive. ■

Are You in One of the Faster Growing Markets?

You may be one of the lucky sales reps to be in a hot market. According to *Sales & Marketing Management* magazine, between 1985 and 1990 these are the top 10 fastest growing markets:

1. Anchorage, AK	+25%	6. Austin, TX	+20.8%
2. Midland, TX	+24.4%	7. Fort Myers, FL	+20.3%
3. Naples, FL	+23.4%	8. West Palm Beach, FL	+18.4%
4. Ocala, FL	+23.5%	9. Melbourne, FL	+18.3%
5. Fort Pierce, FL	+21.5%	10. Orlando, FL	+16.9%



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NPTA Completes First Full Year of Quarterly Business Industry Reports

The Quarterly Business Conditions Report (QBCR for short) is a financial report produced four times yearly by NPTA and sent only to participating members. It tracks 10 key financial measures related to: sales, gross margins, inventory turnover, operating expense control and receivables management, and is customized for each company. The QBCR is produced in-house by NPTA, with company data kept completely confidential.

Companies are allowed 30 days after a calendar quarter ends to submit their one-page survey form. NPTA then cleans up and processes the information, sending participants their reports two weeks later—or six weeks after the quarter ends.

Information is classified by:

- Printing, Industrial, Dual Merchant group
- 9 geographic regions and a U.S. average

1986 Summary

Response to the QBCR program last year was very positive. Members like the easy-to-fill-out survey form and the timeliness of the report. It enables them to monitor company and industry performance throughout the year, instead of waiting a full year to see how they've done via the PAR report. Based on the first three quarters of 1986, survey participants showed a yearly printing paper sales volume of $5.4 billion and $1.9 billion of industrial paper. In a typical quarter, 160 different merchant locations participated in the survey, and this number is growing.

The 4th quarter survey (for performance from October 1—December 31) has been completed and reports were sent to members in mid-February. (Results were not known in time for the copy deadline for the March *MN*).

Following is a summary of national performance measured cumulatively through the first three quarters of 1986:

Quarterly Business Conditions Report (QBCR) Results, Year-To-Date, January 1–September 30, Total United States Averages

Financial Measures	Printing Paper	Industrial Paper
Percent Sales Increase vs. 1985	+ 6.0	+ 1.0
Warehouse Gross Trading Margin (%)	22.2	22.1
Indirect Gross Trading Margin (%)	18.6	21.8
Direct Gross Trading Margin (%)	6.4	12.9
Total Operating Expenses As % Gross Profit (%)	84.8	96.9
Pre-Tax Profit As % Net Sales	1.2	0.6
Inventory Turnover (Times per year)	5.1	5.8
Turn & Earn Index*	113.2	128.1
Receivables Turnover (in days)	42.5	39.1
Avg. Warehouse Order Size ($)	$349	$255

*Derived by multiplying warehouse gross trading margin by inventory turnover (i.e. 22.2% × 5.1 = 113.2).

Regional Performance

QBCR results revealed significant differences from the U.S. averages in regional performance, as one would expect. There are also substantial differences between printing vs. industrial paper and customer end-user markets merchants sell to. Regional economic conditions have varied widely across the U.S. in recent years. "Oil patch" states in the southwest have been hard hit by depressed oil prices and the ripple effect this has on related employment and small businesses that service the oil companies. The midwest manufacturing/industrial and agricultural sectors have never fully recovered from the 1982 downturn. Conversely, the northeast and mid-Atlantic states have benefited by increased activity in finance, insurance, real estate and white-collar service sectors.

For example, the QBCR reveals that through the 3rd quarter of 1986

- NPTA Region 2 (Mid-Atlantic) printing paper merchants had the best sales increase over 1985 at 8.7%, most rapid inventory turnover at 6.3 times yearly and the best turn and earn index.
- Region 1 merchants (Northeast) in industrial paper had the best operating expense control.
- Region 3 printing paper firms (Southeast) had the best pre-tax profits. Industrial merchants in the region had the best sales increase (+6%) and the fastest inventory turnover (6.4 times yearly).
- Region 7 (Southwest) fared the worst of all regions in terms of sales. Printing paper sales fell 0.2% and industrial sales fell 6.6%. This region's merchants also had the lowest pre-tax profits for both lines, the worst operating expense control (industrial) and the lowest industrial

paper average warehouse order size.

- Region 8 (Midwest) industrial firms did, to their credit, have the best pre-tax profits.

Upcoming Activities

- DEADLINE FOR 1ST QUARTER 1987 QBCR: April 24th. Survey forms will be mailed on March 31st, so look out for them and get your form back to NPTA in time! Only participants receive customized, confidential QBCRs.
- Regional QBCR *MN* articles are planned for July (1st quarter results) and October (2nd quarter results). Look for these in upcoming issues.
- PAR survey results, measuring full-year 1986 performance for the 10 QBCR measures plus many more, will appear in the August issue of *MN*.

Take advantage of the QBCR—a free member service. Participate! And don't worry if you skip a quarter if you're short on time or personnel. You may send us your figures after the deadline and we will enter them into the database so that your year-to-date data is up-to-date. You will then see the results in the next quarter in which you participate.

For more information, contact the research director at 516-829-3070 or write NPTA headquarters.

ACTIVITY

Monthly Sales and Inventory Trends

Monthly sales, inventories and stock-to-sales ratios are tracked, for merchant wholesalers, by the United States Department of Commerce. Every several months, NPTA publishes these monthly trends, last reported in the October issue of *MN*. Information is taken from the Current Business Report series (No. BW-86-11) titled "Monthly Wholesale Trade". Subscriptions can be ordered ($18 per year) through the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

As shown by the table below, during the second half of 1986 the stock/sales ratio for paper merchants has run consistently below 1985 levels—a good sign that merchants are managing inventories well. On a month-to-month basis, sales growth see-sawed from 1–3% increases or decreases, while inventories remained nearly unchanged. As of November, 1986, the stock/sales ratio stood at 0.98, compared with 1.00 a year earlier.

Monthly Sales, Inventories & Stock/ Sales Ratios of Merchant Wholesalers(1) (1986 vs 1985)

Total Paper & Paper Products (SIC Code 511)

Months	Sales 1986	Sales 1985	Inventories 1986 ($ Millions)	Inventories 1985 ($ Millions)	Stock/Sales Ratio 1986	Stock/Sales Ratio 1985
June	$3,187	$2,930	$3,127	$2,939	0.98	1.00
July	3,162	2,934	3,141	2,906	0.99	0.99
August	3,258	2,972	3,150	2,977	0.97	1.00
September	3,205	2,913	3,147	2,987	0.98	1.03
October	3,244	3,016	3,206	3,025	0.99	1.00
November*	3,218	3,021	3,160	3,031	0.98	1.00

*Preliminary estimate. (1) Seasonally adjusted.

Print Growth Predictions

Printing and publishing will grow 4.0 to 4.5% in 1987, according to preliminary estimates from the U.S. Commerce Department. It is the same growth rate as projected for the Gross National Product (GNP). William S. Lofquist, industrial specialist for the department, revealed the latest government predictions during PrintMark '86. Sponsored by Printing Industries of America (PIA), the conference was held in Alexandria, VA in early September.

Lofquist said commercial printing will grow in excess of 4% and catalogs will continue to be strong. He gave the following other predictions: books will grow 3.5% (a healthy environment due to more bookstores, increased school enrollment and government education funding); magazines will grow 3%, continuing recent trends (more subscriptions and fewer newsstand sales); newspapers will grow a modest 2%.

1987 PAR Season is Here! Have You Received Your Questionnaire Yet?

If not, you're missing your ticket to a free PAR (Performance Analysis Report). Confidential survey forms were mailed to all NPTA members on January 30th. You should have received the package by mid-February. If you didn't, contact the Research Department immediately!

Benefits of Participating

- Standard 1-year PARs are FREE.
- PAR is a customized financial analysis of your company versus other printing, industrial or dual merchants. Results are classified by 9 geographic regions, company size, profitability groups, etc.
- Trend PARs (2 and 3-year) and Executive Summaries are available (at extra cost).
- Flexibility: You can order a short PAR (summary report of the 50 most important measures). If you're pressed for time

Continue on page 38.

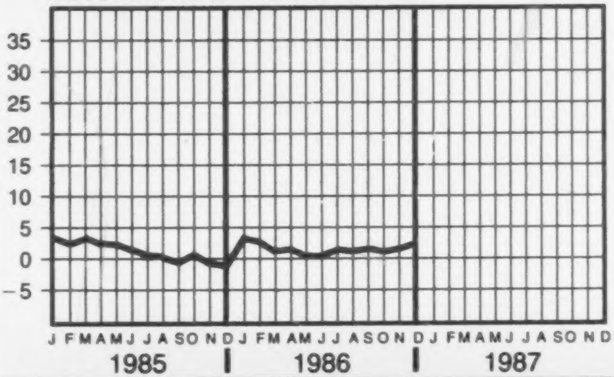
Summary National Trend Information: 1985 To Present

NOTE: *BEGINNING WITH THE JANUARY 1986 REPORT, STATISTICS WERE PRODUCED BY A NEW SYSTEM. THEREFORE, STRICT COMPARISONS TO PRIOR REPORTS SHOULD NOT BE MADE.*

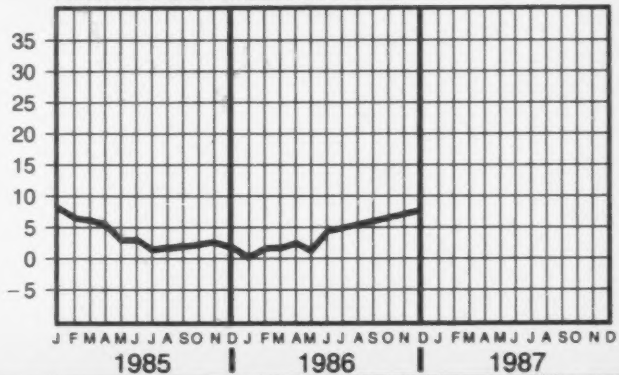
SALES INFORMATION

YEAR-TO-DATE SALES PER SELLING DAY AS A PERCENTAGE OF PREVIOUS YEAR'S YEAR-TO-DATE SALES PER SELLING DAY

INDUSTRIAL PAPER SALES NATIONALLY



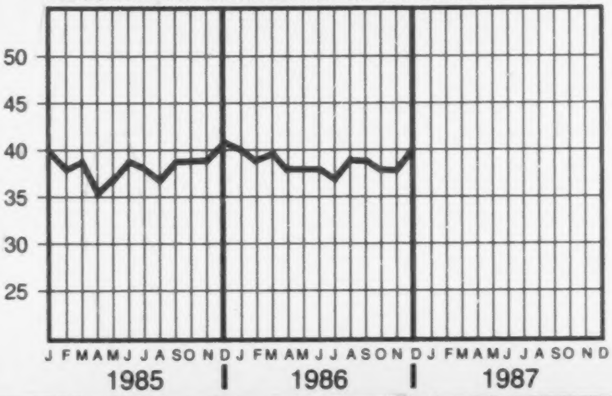
PRINTING PAPER SALES NATIONALLY



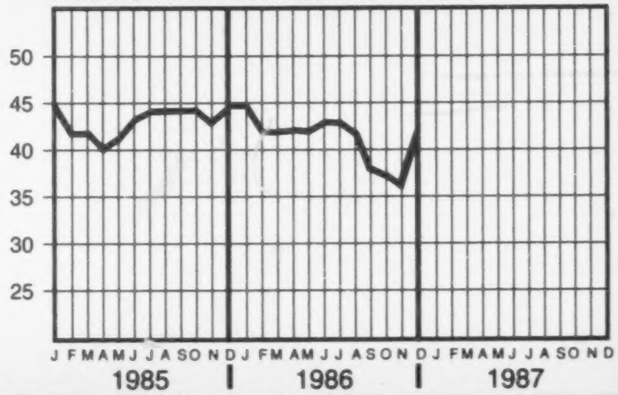
RECEIVABLES INFORMATION

DAYS OUTSTANDING—ACCOUNTS AND NOTES RECEIVABLE FROM PAPER SALES AT END OF EACH MONTH (IN CALENDAR DAYS)

INDUSTRIAL PAPER RECEIVABLES NATIONALLY



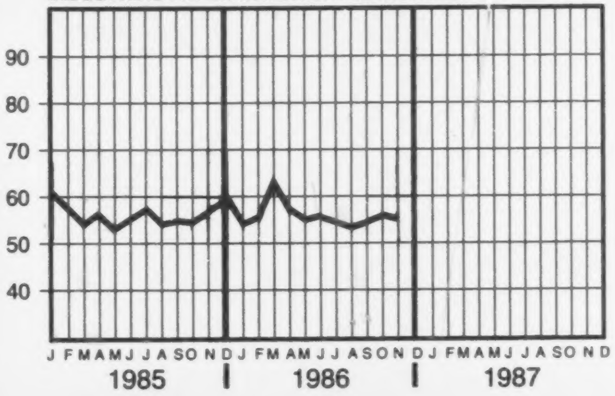
PRINTING PAPER RECEIVABLES NATIONALLY



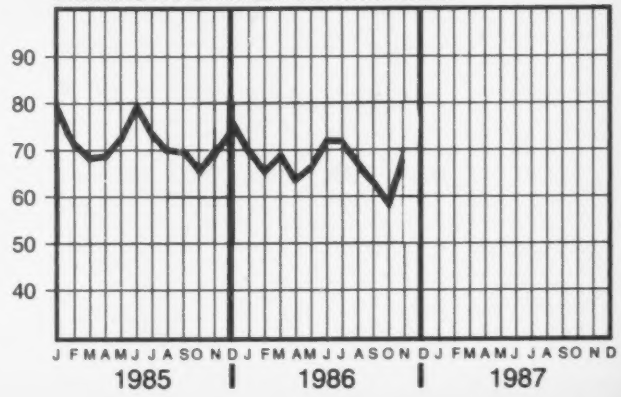
INVENTORY INFORMATION

CALENDAR DAYS COST OF ENDING MONTHLY INVENTORY (FIFO) (IN CALENDAR DAYS)

INDUSTRIAL PAPER INVENTORY NATIONALLY



PRINTING PAPER INVENTORY NATIONALLY



UNSAFE SOUNDS

Graphic by 3M

According to the National Institute for Safety and Health, loss of hearing may result from prolonged exposure to noises above 80 decibels. Among the hazardous sounds reports 3M, are the following. (The scale has been adjusted to account for their impact on the human ear.

Noise	Decibels
Jet plane taking off	140
Pneumatic drill at 5 feet	116
Rock band	111
Siren	105
Textile room	105
Power lawn mower	96
Printing press	95
Paper mill machinery	90
Diesel truck at 50 feet	86

Officials at the Institute estimate that the number of cases of occupational hearing loss could be cut by 20% in the next decade if those at risk used earplugs.

THE REINFORCING MEMO REWARDS GOOD WORK

"How to Motivate People" is the title of Fran Tarkenton's book. The former football great advocates writing short written memos in appreciation of good work. Although it is more formal than the face-to-face "well done," it helps recognize a truly outstanding performance, and is particularly useful in dealing with someone you don't see regularly.

Example of a reinforcing memo: "Sally, I just wanted to let you know how I appreciate the efficient way you always get the accounts done. It makes my life easier and helps us catch any problems before they get serious." This note incorporates four guidelines for you to remember:

- *Make it quick. The note becomes less effective the longer you wait, so make sure you respond to any action within a few days.*
- *Keep it short. Make it read like a slightly expanded "thanks." Three sentences is about right.*
- *Be specific. Avoid general terms, such as "cooperative" or "diligent." Instead, write, "I appreciate your working late last Friday on the ABC account."*
- *Write personally. Write the way you would talk. Write, "I" and "you," not "Management appreciates your . . ."*

And remember to send out copies to the worker's superiors, and tell the worker you did so.

Stress: How You Can Help Your Employees Cope

The Young Executives Forum believes that creating a productive work environment requires a commitment to developing physically and mentally healthy employees.

by Marianna S. Frick, president
Paper Mart
Los Angeles, CA

Management provides health and dental insurance for the physical part of their employees, but what about their psychological health? Most insurance policies presently reimburse counseling by about 50%; unfortunately, this is merely the cure for the "crisis," not the prevention.

How often, as a manager, have you watched the performance and attitude level of one of your employees slowly deteriorate? As a perceptive manager, you probably have tried very hard to reach out to discover what is troubling this individual, only to find that your "pep" talk has but a short-term effect.

It is impossible to influence people's attitude or behavior if they do not wish to change, but it is important to try. Many large companies do provide guidance for their employees' mental health through their human resource departments which provide career advice and psychological support, as well as financial planning. Obviously, the small to medium-size company finds this an expensive commitment of working capital without real, tangible returns.

Such companies should consider contacting a psychological clinic that would have a "hotline" for employees to call about immediate problems they do not feel comfortable exposing to their immediate supervisors. Possibly their attitude problem stems from a poor ability to relate to other employees or the supervisor. There are clinics which try to handle problems over the phone and, if additional counseling is needed, an appointment is made under the contract fees. If on-going counseling is required, it is administered at a reduced rate and can be billed through the normal insurance channels.

Through the same contract, seminars for all employees can be presented by the clinic's staff. Programs presented could include stress management, personnel goal-setting and the structure of the organizational family and how it affects our work relationships.

Stress seminars are excellent because there is interaction in work groups which forces employees to relate amongst themselves as well as with supervisors. Stress is considered the number one disease in our society. People can usually cope with a certain amount of change, but when the changes in our lives are major, stress can develop. If you or your employees have experienced one or more of the following stress areas, normal behavior patterns may be affected.

- Death of a spouse
- Death of a child
- Divorce or separation
- Death of a parent
- Death of a friend
- Loss of job
- Started a new job
- Started a new business
- Loss of home
- Loss of property
- Moved
- Was disabled
- Family member disabled
- Jail term
- Birth of a child
- Change in pastor
- Got married
- Family dispute
- Serious sin

Our greatest asset and expense is our personnel. It seems only natural to take as many preventive measures as possible to keep them productive.

ACTIVITY

Continued from page 35.

but still want the analysis, this is for you. The regular PAR is an in-depth analysis (100 pp., 300+ financial measures) of sales, profitability, operating expenses, asset management, personnel productivity, etc.

- Simplified survey forms
- Industrial and dual merchants will be grouped by market/customer class—a new feature this year. If enough companies participate, NPTA will be able to calculate averages by: Food Service, Industrial Mfg., Retail/Matched Packaging, Janitorial Supplies, Full-Line Distributor.
- You can mix regular and short PARs by filing a blue (regular) questionnaire for total company operations and tan (short) forms for branches or divisions. You'll receive one free, 1-year PAR for *each NPTA region* for which data is submitted.
- Deadline to file questionnaires: April 1, 1987.

Contact John LaRosa at the Research Department for more information or additional questionnaires at 516-829-3070.

The Young Executive Forum of the NPTA Proudly Presents Its

An Executive Conference featuring four educational sessions and recreational and social activities for young industry leaders who are under 45 years of age and in a decision making/policy making position and their spouses.

- **Sustaining Exceptional Performance—**
  Art Turock, Art Turock & Associates
- **Using Financial Numbers for Employee Motivation and Results—**
  D. Bruce Merrifield, Merrifield Consulting Group
- **The Merchant/Manufacturer Relationship**

Space is limited to 60.

ADMIT ONE
ADMI

Third Annual Mid-Year Executive Conference

March 19-22, 1987
The Grenelefe Resort
Grenelefe, Florida

Contact:
Bruce H. Linden
Education & Training Department
516-829-3070

A Video Tape Library For All Paper Merchants

Paper merchants around the nation have begun to recognize that ½" VHS video tape for inhouse training has assumed a major role in presentations—enabling managers to manage more effectively and the sales force to increase its working knowledge. This has permitted them to keep pace with the products they sell everyday.

To begin the learning process, many suppliers throughout the United States have produced excellent video tape programs in the ½" VHS format. As learning tools, these can be utilized by a firm's entire salesforce as an introduction to the products they sell. This listing of programs does not represent all that are available through suppliers. What NPTA has attempted to do is to put together a listing of programs that we were made aware of through merchants and suppliers themselves. We welcome your input and information on other video tape product knowledge programs. This listing will be updated periodically.

NPTA is pleased to present a variety of newly produced ½" VHS video tape training programs addressing issues such as marketing, management, budgeting and forecasting to name a few. Aware of the ongoing need for training inhouse, the Association is dedicated to a program of continued video tape development. The Association's most recently produced programs are included in this listing.

Merchants may order supplier product knowledge programs directly from the contact listed. NPTA-produced programs can be ordered through NPTA.

Save this list for future reference.

NPTA-Produced Programs

Title: Understanding the Dynamics of Distribution

Description: A comprehensive instructional module (including video tape, leader's guide and participant workbooks) examining the following:

1. The Value of Basic Distribution Services
2. Sell Services First; Commodities Second
3. Achieving Basic Service Excellence
4. Providing Extra Services for Better Customers
5. Measuring Customer Profitability
6. Personnel Productivity and Order Size Economics
7. Value-Added Quoting for Large-Volume Customers
8. Working with Suppliers on Total Service Value
9. How Businesses Grow their Employees, Customers, Size and Assets, and Suppliers

Format: VHS X Beta ___ ¾"U-Matic ___

Program Length: Variable

Year Produced: 1986

Intended Audience: All distributor management and their personnel, suppliers

To Order Contact: NPTA
(See order form)

Title: Profit Planning System

Description: A comprehensive instructional module (including video tape, planning workbook and computer program). Six key areas are addressed:

1. Profit Objective
2. Sales Forecast
3. Expense Analysis
4. Gross Margin Planning
5. Inventory and Accounts Receivable Management
6. Control Process

Format: VHS X Beta ___ ¾"U-Matic ___

Program Length: Variable

Year Produced: 1986

Intended Audience: Managers

To Order Contact: NPTA
(See order form)

Title: Creating the Successful Environment

Description: A study on how management becomes a major influence on employee performance. Michael Ibison discusses the realities of motivation, workable steps toward creating a more motivated environment and personal recognition of management style.

Format: VHS X Beta ___ ¾"U-Matic ___

Program Length: 60 minutes

Year Produced: 1987

Intended Audience: All management

To Order Contact: NPTA
(See order form)

Title: Implementing Successful Paper Marketing Programs

Description: A detailed study of basic concepts that yield successful guidelines for going to market along with the promotional process necessary to launch new product commitments.

Format: VHS X Beta ___ ¾"U-Matic ___

Program Length: 60 minutes

Year Produced: 1985

Intended Audience: Marketing and management personnel

To Order Contact: NPTA
(See order form)

Title: Retail Packaging: A New Frontier For Paper Merchants
Moderator: Francis J. Houlihan, Fleetwood Paper
Presenters: Thomas Costello, Dixon Paper Co.; Bill Bradfield, Bradfield Consulting Co.; Warren Wilson, McRae's Inc.

Description: The program centers on the pros and cons of selling retail packaging. Featured are the viewpoints of the distributor (Thomas Costello), the manufacturer (Bill Bradfield, formerly President of St. Clair Pakwell) and the customer (Warren Wilson, Director of Purchasing, McRae's, a large chain store).

Format: VHS X Beta ___ ¾"U-Matic ___

Program Length: 90 minutes

Year Produced: 1986

Intended Audience: Industrial paper distributors

To Order Contact: NPTA
(See order form)

Title: Industrial Packaging Symposium (Tape #1)
Customer Services in Packaging—William Petryk, Director of Packaging, 3M Corp.

Description: Corporations depend on packaging suppliers for assistance in the areas of development and specifications of their packaging. How distributors should handle this and how the process works is the basis of this program.

Format: VHS X Beta ___ ¾"U-Matic ___

Program Length: 75 minutes

Year Produced: 1985

Intended Audience: Wholesale distributors

To Order Contact: NPTA
(See order form)

Title: Industrial Packaging Symposium (Tape #2)
Product Liability in Packaging—Mike Weir Esq.—Chadbourne Parke

Description: How to avoid product liability suits. A history of the laws covering the issue. The procedures and precautions you can use as well as what to look for in disputes.

Format: VHS X Beta ___ ¾"U-Matic ___

Program Length: 120 minutes

Year Produced: 1985

Intended Audience: Wholesale distributors

To Order Contact: NPTA
(See order form)

Title: Industrial Packaging Symposium (Tape #3)
Testing Procedures for Paper in the Packaging Field—Walter A. Wozniak, President, Chicago Paper Testing Laboratory

Description: What the functions of an independent testing laboratory are. Discussions of paper testing procedures as well as common problems in paper testing.

Format: VHS X Beta ___ ¾"U-Matic ___

Program Length: 120 minutes

Year Produced: 1985

Intended Audience: Packaging distributors, their sales personnel, owners, sales managers, etc.

To Order Contact: NPTA
(See order form)

Title: Industrial Packaging Symposium (Tape #4)
Trends in Paper Packaging—Donald L. Abbott
Michigan State University School of Packaging

Description: A historical review of packaging materials. Also included is a review of the trends of paper packaging present and future.

Format: VHS X Beta ____ ¾"U-Matic ____

Program Length: 90 minutes

Year Produced: 1985

Intended Audience: Packaging distributors

To Order Contact: NPTA
(See order form)

Title: Industrial Packaging Symposium (Tape #5)
Techniques of Printing on Industrial Packaging
James Davis & Gordon Cole, Thilmany Paper Co.

Description: The many advances in printing on packaging. Technology as presented.

Format: VHS X Beta ____ ¾"U-Matic ____

Program Length: 60 minutes

Year Produced: 1985

Intended Audience: Industrial paper distributors

To Order Contact: NPTA
(See order form)

Title: Industrial Packaging Symposium (Tape #6)
Cushioning Materials Used in Industrial Packaging—Chester Gaynes, Technical Director, Gaynes Testing Laboratories, Inc.

Description: A discussion of how firms test cushioning for fragile products.

Format: VHS X Beta ____ ¾"U-Matic ____

Program Length: 90 minutes

Year Produced: 1985

Intended Audience: Industrial packaging distributors

To Order Contact: NPTA
(See order form)

Title: Industrial Packaging Symposium (Tape #7)
The Industrial Flexible Packaging World—Frank G. McDermott, V. P. Ludlow Corp.

Description: This program explores the new trends in flexible packaging and how the industrial paper merchant can be more successful and profitable in selling this product line.

Format: VHS X Beta ____ ¾"U-Matic ____

Program Length: 60 minutes

Year Produced: 1985

Intended Audience: Wholesale industrial paper distributors

To Order Contact: NPTA
(See order form)

Title: Cleaning & Maintenance Supply Symposium (Tape #1)
Cleaning & Maintenance Supply:
What are the Products and Services of the Distributor?
David Holzman, Tec Products; Jack Woodhouse, Standard Paper Sales Co.; Richard Dix Jarden, Bullen Chemical Co.

Description: An overview of one world of cleaning and maintenance supply for paper distributors.

Format: VHS X Beta ____ ¾"U-Matic ____

Program Length: 120 minutes

Year Produced: 1986

Intended Audience: Paper distribution management

To Order Contact: NPTA
(See order form)

Title: Cleaning & Maintenance Supply Symposium (Tape #2)
Who is the Cleaning & Maintenance Supply Customer & What Are They Looking For?—Richards "Dix" Jarden, President, Bullew Chemical Co.

Description: How to meet the needs of cleaning & maintenance supply customers. A comprehensive look at services and how they are to be provided.

Format: VHS X Beta ____ ¾"U-Matic ____

Program Length: 45 minutes

Year Produced: 1986

Intended Audience: Paper distribution management

To Order Contact: NPTA
(See order form)

Title: Cleaning & Maintenance Supply Symposium (Tape #3)
Are "Specialists" in Sanitary Supply Necessary and What Do They Do"?—James Brame, Jr., Brame Specialty Co.

Description: A comprehensive look at what services and functions specialists provide, how they are compensated and how they need to be managed.

Format: VHS X Beta ____ ¾"U-Matic ____

Program Length: 40 minutes

Year Produced: 1986

Intended Audience: Paper distribution management

To Order Contact: NPTA
(See order form)

Title: Cleaning & Maintenance Supply Symposium
(Tape #4)
Product Liability in Cleaning & Maintenance Supply
Michael Weir, Esq.—Chadbourne Parke

Description: A comprehensive primer in how to avoid liability in cleaning and maintenance supply product sales.

Format: VHS X   Beta ___   ¾"U-Matic ___

Program Length: 40 minutes

Year Produced: 1986

Intended Audience: Paper distribution management

To Order Contact: NPTA
(See order form)

Title: Cleaning & Maintenance Supply Symposium
(Tape #5)
What Can Merchants Expect From Manufacturers of Cleaning and Maintenance Supply Products.
Ken Koblitz, Americo Manufacturing Co.

Description: A look at relations, services and expectations from the viewpoint of a manufacturer as far as paper distributors are concerned.

Format: VHS X   Beta ___   ¾"U-Matic ___

Program Length: 75 minutes

Year Produced: 1986

Intended Audience: Paper distribution management

To Order Contact: NPTA
(See order form)

Title: Cleaning & Maintenance Supply Symposium
(Tape #6)
Customer Services in Cleaning & Maintenance Supply.
John Plant, President, Maintenance Equipment Co.

Description: A review of sales procedures, special services and activities in dealing with maintenance supply customers.

Format: VHS X   Beta ___   ¾"U-Matic ___

Program Length: 50 minutes

Year Produced: 1986

Intended Audience: Paper distribution management

To Order Contact: NPTA
(See order form)

Title: Cleaning & Maintenance Supply Symposium
(Tape #7)
How to Beef Up Your Marketing Efforts and Company Image In Order to Sell Sanitary Supply.
Ken Koblitz, Americo Manufacturing Co.

Description: This program features information on how to market your company to new customers and build the image of your sales force.

Format: VHS X   Beta ___   ¾"U-Matic ___

Program Length: 90 minutes

Year Produced: 1986

Intended Audience: Paper distribution management

To Order Contact: NPTA
(See order form)

Title: Cleaning & Maintenance Supply Symposium
(Tape #8)
Future Trends in Cleaning & Maintenance Supply.
Ken Koblitz, Americo Manufacturing Co.;
John Plant, Maintenance Equipment Co.

Description: A review of the opportunities in this exciting product area.

Format: VHS X   Beta ___   ¾"U-Matic ___

Program Length: 40 minutes

Year Produced: 1986

Intended Audience: Paper distribution management

To Order Contact: NPTA
(See order form)

Mill-Produced Programs

ALLIANCE RUBBER CO.

Title: The Rubber Band

Description: "Music Video" of Production of Rubber Bands, Uses, Variety of Products

Format: VHS X   Beta ___   ¾"U-Matic X

Program Length: 3 minutes

Year Produced: 1985

Intended Audience: Sales and customers

To Order Wanda Llewellyn

Contact: Alliance Rubber Co.
P.O. Box 599
Franklin, KY 42134
(502) 586-3218

ALUMAX FOILS INC.

Title: Alumax Foils—Food Service Products

Description: Aluminum Manufacturing from mine to end product (Aluminum Foil). Demonstrations of unique Safety Cutter Edge and Special Packaging Features of all products.

Format: VHS X Beta ____ ¾"U-Matic ____

Program Length: 9 minutes

Year Produced: 1986

Intended Audience: Distributor salespeople and end users

To Order Contact: Robert G. Woodvelyn
Alumax Foils Inc.
6100 So. Broadway
St. Louis, MO 63111
(800) 325-9501

AMERICO

Title: Americo Floor Care

Description:

Format: VHS X Beta X ¾"U-Matic ____

Program Length: 10 minutes

Year Produced: 1986

Intended Audience: Distributor salespeople

To Order Contact: Ken Koblitz
Americo
6224 N. Main Street
Acworth, GA 30101
(404) 974-7000

BEIER & COMPANY

Title: Beier & Company

Description: Decorated paper bag making from concept to completion.

Format: VHS X Beta ____ ¾"U-Matic ____

Program Length: 20 minutes

Year Produced: 1987

Intended Audience: Paper merchants and distributors. Our own salespeople

To Order Contact: Dwight Young
Beier & Company
800 E. River Street
Dixon, IL 61021
(815) 284-6666

BETTER PACKAGES

Title: Selling Tape Sealing Systems

Description: This training film will show you Better Packages full line of carton sealing systems, how to seal boxes in different ways, ways to test to see if your tape is properly reactivated, and how to demonstrate the superiority of the Gummed Tape closure.

Format: VHS X Beta X ¾"U-Matic ____

Program Length: 33 minutes

Year Produced: 1986

Intended Audience: Paper merchant salespeople

To Order Contact: Ken Boice or Evelyn Chellis
Better Packages
19 Forrest Parkway
Shelton, CT 06484
(203) 926-1087

CARROLL COMPANY

Title: Resilient Floor Care

Description: Floor care procedures with product placement. Broken into 3 individual segments 1) stripping, 2) polishing, 3) cleaning and maintenance.

Format: VHS X Beta X ¾"U-Matic ____

Program Length: 22 minutes

Year Produced: 1986

Intended Audience: User and/or sales service personnel

To Order Contact: Jay Carroll
Carroll Company
2900 W. Kingsley Road
Garland, TX 75041
(214) 278-1304

CELLUCAP MFG. CO.

Title: The Work of Cellucap

Description: Discussion and presentation of our product line (Sanitary Disposable Headwear) highlighting our exclusive features, additionally where to and how to sell the line.

Format: VHS X Beta ____ ¾"U-Matic ____

Program Length: 10 minutes

Year Produced: 1985

Intended Audience: Outside and inside distributor sales personnel

To Order Contact: John Twamley
Cellucap Mfg. Co.
4626 N. 15th St.

Philadelphia, PA 19140
(215) 324-0213/800-523-3814

Title: Restroom Sanitation

Description: Logical procedure of washroom sanitation incorporating product placement. Three individual segments per type—1) soaps, 2) descalers 3) disinfectants

Format: VHS X Beta X ¾"U-Matic ___

Program Length: 24 minutes

Intended Audience: User and/or sales service personnel

To Order Contact: Jay Carroll
Carroll Company
2900 W. Kingsley Road
Garland, TX 75041
(214) 278-1304

CONSOLIDATED PAPERS, INC.

Title: Consolidated Papers Overview

Description: Corporate introductory piece. "Who we are, and what we do."

Format: VHS X Beta ___ ¾"U-Matic ___

Program Length: 7 minutes

Year Produced: 1986

Intended Audience: Consolidated franchised merchant

To Order Contact: Ned Heidenreich—Sales Promotion Mgr.
Consolidated Papers, Inc.
200 West Madison St., Suite 3600
Chicago, IL 60606
(312) 781-0200

Title: The Paper Making Process

Description: Description of the Consolidated method of free sheet, off machine blade coated paper.

Format: VHS X Beta ___ ¾"U-Matic ___

Program Length: 13 minutes

Year Produced: 1983

Intended Audience: Consolidated franchised merchants

To Order Contact: Ned Heidenreich—Sales Promotion Mgr.
Consolidated Papers, Inc.
200 West Madison Street, Suite 3600
Chicago, IL 60606
(312) 781-0200

Title: Paper Power

Description: Discussion of web offset coated paper, how it relates to web offset printing, and why it differs from sheet fed coated paper.

Format: VHS X Beta ___ ¾"U-Matic ___

Program Length: 24 minutes

Year Produced: 1985

Intended Audience: Consolidated franchised merchants

To Order Contact: Ned Heidenreich—Sales Promotion Mgr.
Consolidated Papers, Inc.
200 West Madison Street, Suite 3600
Chicago, IL 60606
(312) 781-0200

CHAMPION INTERNATIONAL CORPORATION

Title: Under Management

Description: Sales and Mill update

Format: VHS X Beta ___ ¾"U-Matic ___

Intended Audience: Merchant sales and management

To Order Contact: L. Scott Barnard
Champion International Corporation
Paper Division
Stamford, CT 06921

EKCO PRODUCTS

Title: Showcase

Description: Applications for Showcase, new sizes available

Format: VHS X Beta ___ ¾"U-Matic ___

Program Length: 7 minutes

Year Produced: 1985

Intended Audience: Sales and end users

To Order Contact: Tracee Gerber
Ekco Products
777 Wheeling Road
Wheeling, IL 60090
(312) 459-1500

Title: Caterware Deluxe

Description: Introduction of product and ways to market

Format: VHS X Beta ___ ¾"U-Matic ___

Program Length: 8 minutes

Year Produced: 1984

Intended Audience: Sales and end users

To Order Contact: Tracee Gerber
Ekco Products
777 Wheeling Road
Wheeling, IL 60090
(312) 459-1500

Title: Designer Showcake
Description: Introduction of product and various applications
Format: VHS X Beta ___ ¾"U-Matic ___
Program Length: 6 minutes
Year Produced: 1983
Intended Audience: Bakeries
To Order Contact: Tracee Gerber
Ekco Products, Inc.
777 Wheeling Rd.
Wheeling, IL 60090
(312) 459-1500

ERVING PAPER MILLS

Title: Erving Sales Presentation
Description: Inspiring introduction to Erving Paper Millers, its products, and services
Format: VHS X Beta ___ ¾"U-Matic ___
Program Length: 9 minutes
Year Produced: 1985
Intended Audience: New distributor accounts
To Order Contact: Paul R. Bitters, Product Line Manager
Erving Paper Mills
Arch Street
Erving, MA 01344
(617) 544-2711

Title: Erving Deeptone Presentation
Description: Theatrical video on the uses and information on the Erving line of Deeptone colored napkins and tablecovers.
Format: VHS X Beta ___ ¾"U-Matic ___
Program Length: 6 minutes
Year Produced: 1985
Intended Audience: New and current distributors and end users
To Order Contact: Paul R. Bitters, Product Line Manager
Erving Paper Mills
Arch Street
Erving, MA 01344
(617) 544-2711

FRANKLIN DISPOSABLES, INC.

Title: Franklin Disposables Sanitary Headcoverings and related products
Description: On-site end user applications for sanitary headcoverings, (overseas caps, chef hats, hairnets, combo nets, bouffant caps, beard restraints, aprons, gloves, bibs) and related products
Format: VHS X Beta X ¾"U-Matic ___
Program Length: 10 minutes
Year Produced: 1986
Intended Audience: Distributor salespeople and trade show participants
To Order Contact: Thomas P. Maney
Franklin Disposables, Inc.
7100 Huntley Rd.
Columbus, OH 43229
(614) 436-1216 or 800-848-6976

GEORGIA PACIFIC

Title: Cormatic Sales Training
Description: This training film is divided into three sections:
1. General overview of Cormatic Products & Systems
2. Why distributor should sell
3. Why end user should buy

Format: VHS X Beta ___ ¾"U-Matic X
Program Length: 40 minutes
Year Produced: 1985
Intended Audience: Distributors and end users
To Order Contact: Jim Clark, Frank Strassburger, Tom Pajolek
Georgia Pacific
320 Post Road
Darien, CT 06820
(203) 655-1100

HAMMERMILL PAPERS

Title: "Seeds of Wonder"
Description: Papermaking film—from tree to fine paper.
Format: VHS X Beta X ¾"U-Matic X
Program Length: 27 minutes
Year Produced: 1981
Intended Audience: Merchants and general community
To Order Contact: Jack T. Willow
Hammermill Papers
1540 East Lake Road
Erie, PA 16533
(814) 456-8811

HOSPITAL SPECIALTY CO.

Title: Selling Emergency Feminine Hygiene
Description: Market Opportunity. Features and benefits of gards sanitary napkins, tampax tampons and vending machines. Income opportunity.
Format: VHS X Beta X ¾"U-Matic ___
Program Length: 12 minutes

Year Produced: 1986

Intended Audience: Distributor salespeople

To Order Contact: Bill Kanther
Hospital Specialty Co.
808 W. Geneva Dr.
Tempe, AZ 85258
(602) 829-0989

KEYES FIBRE CO.

Title: Strongholder, Savaday & Paprus

Description: Product Features and Benefits

Format: VHS X Beta ____ ¾"U-Matic ____

Program Length: 5 minutes

Year Produced: 1986

Intended Audience: Distributor salespeople

To Order Contact: P. M. Sidle
Keyes Fibre Co.
3003 Summer Street
Stamford, CT 06905
(203) 357-9100

MARVEL LIGHTING CORPORATION

Title: Selling Light Bulbs

Description: We plan on providing a sales training video to help in the selling of Marvel long life light bulbs; basic introduction to light bulbs, how they're produced, how Marvel helps the distributor; etc.

Format: VHS X Beta ____ ¾"U-Matic ____

Program Length: 15 minutes

Intended Audience: Marvel sales reps and distributor salespeople

To Order Contact: Keith Deutsch
Marvel Lighting Corporation
222 Bridge Plaza South
Fort Lee, NJ 07024
(201) 944-2313

MEAD PAPER

Title: The Quality Commitment: Mead Carbonless

Description: 3 Section: 1) Mill Tour—Chillicothe Ohio Carbonless production 2) Printing demonstration—Carbonless Sheetfed 3) Edge padding demonstration.

Format: VHS X Beta ____ ¾"U-Matic ____

Program Length: 50 minutes

Year Produced: 1984

Intended Audience: Printers and merchant salespeople

To Order Contact: Mary Stine
Mead Paper
Courthouse Plaza N.E.
Dayton, OH 454634
(513) 222-6323

MEDICAL DISPOSABLES

Title: Adult Incontinence in Nursing Homes

Description: Background info on above topic—Sales presentation on related products.

Format: VHS X Beta ____ ¾"U-Matic ____

Program Length: 10 minutes

Year Produced: N/A

Intended Audience: Sales reps and nursing homes

To Order Contact: Diane Young
Medical Disposables
1165 Hayes Industrial Dr.
Marietta, GA 30062
(404) 422-3036

NIAGARA PAPER

Title: Niagara Paper

Description: Introductory and mill tour

Format: VHS X Beta ____ ¾"U-Matic ____

Program Length: 20 minutes

Year Produced: 1986

Intended Audience: Merchant sales, prospective employees and customers

To Order Contact: R. P. Pitsch
Niagara Paper
1101 Mill Street
Niagara, WI 54151-1496
(715) 251-3151

PLASTICS INC.

Title: Gourmet to Go: Creole Queen/Ponzio Stories

Description: An excursion boat out of New Orleans serves up to 1000 people without a galley with the help of Plastics, Inc. Hi Heat ware and a local commissary; Ponzi Restaurants in Cherry Hill, N.J. have a successful corporate catering expansion with the use of Plastics, Inc.'s caterers and restaurant owners.

Format: VHS X Beta X ¾"U-Matic ____

Program Length: 10 minutes

Year Produced: 1986

To Order Contact: Sharon Gage
Plastics Inc.
P.O. Box 64610
St. Paul, MN 55164
(612) 227-7371

ROCK-TENN CO.

Title: Winchester Carton

Description: Company information, plant tour, product introduction, custom printing, product development

Format: VHS X Beta X ¾"U-Matic ____

Year Produced: 1986

Intended Audience: Customers and end users

To Order Contact: Gary Miller
Rock-Tenn Co.
P.O. Box 4098
Norcross, GA 30091
(404) 448-2193

SUPREME LIGHTING CORP.

Title: Supreme Lighting Corp.

Description: Brief history of company and brief description of what Supreme does with light bulbs in manufacturing.

Format: VHS X Beta ____ ¾"U-Matic ____

Program Length: 7 minutes

Intended Audience: Manufacturers Reps

To Order Contact: Sarah Bethea
Supreme Lighting Corp.
122 E. Laurel Street
Mullins, SC 29581
(803) 464-0554

TRINITY PAPER & PLASTICS CORP.

Title: How to Pack a Plastic Bag

Description: Training/Installation on how plastic bags are used at front end counters of stores etc.

Format: VHS X Beta ____ ¾"U-Matic ____

Program Length: 12 minutes

Year Produced: 1986

Intended Audience: Store Management/front end people

To Order Contact: William P. Egan, Corp. Mktg. Mgr.
Trinity Paper & Plastics Corp.
555 5th Ave. Parkway
New York, NY 10017
(212) 687-1200

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JOHN LADER, Vice President/ Financial Serv.
BLAIR HURT, Vice President/ Merchandising

A. Ashkar Sales Co., Inc. (I)
10 [illegible]wley Ave.
P.O. Box 433
NO. ADAMS, MA 01247
413-663-5301
AYOOB B. ASHKAR, President
DAVID C. ASHKAR, Vice President
CAREN A. ASHKAR, General Manager

Associated Paper & Supply Co. (I)
P.O. Box 349
LITHONIA, GA 30058
404-482-7485
JIM D. KENT, Chairman Of The Board
MICHAEL E. WILLIAMS, President
RONNIE MAXWELL, Vice President/ Manufacturing
TOM GAILMARD, Vice President, Finance
RONNIE KENT, Vice President, Marketing
ALAN KENT, Vice President, Retail Sales

TAMPA, FL 33624 (I)
813-961-6659
4122 Gunn Highway
MICHAEL T. DEADY, General Manager
SUZANNE T. DEADY, Manager

Athens Paper Co. (D)
1898 Elm Tree Drive
P.O. Box 100835
NASHVILLE, TN 37210
615-889-7900
M. H. CHAMBERLAIN, JR., Chairman Of The Board
W. DONALD JENKINS, Jr., President
TERRY KELLY, Executive V.P.
JIM BLEVINS, President, Pub. Div.
GILBERT DOUGLAS, JR., Sales Manager

CHATTANOOGA, TN 37421 (D)
615-899-1463
5908 Quintus Loop
JAMES E. PORTER, Manager

LOUISVILLE, KY 40214 (D)
502-361-3800
7855 National Turnpike
Industrial Center
JAMES I. SHAFFERMAN, Kentucky Manager
BARRY LUGAR, Manager
RICK SHAFFERMAN, Sales Manager

HUNTSVILLE, AL 35758 (D)
205-772-8500
9312 Highway 20 West
KEN BOLLING, Manager

LEXINGTON, KY 40205 (D)
606-231-8800
2061 Buck Lane
KEITH GRIZZ, Manager

Atkins Paper, Inc. (P)
460 West Grant Street
P.O. Box #8006A
ORLANDO, FL 32856
305-841-8411
CHARLES A. ATKINS, JR., President
W. THOMAS LOVETTE, Treasurer

Atlantic Paper Co. (P)
430 Feheley Dr.
KING OF PRUSSIA, PA 19406
215-277-7200
THOMAS J. HARE III, Chief Executive Officer
GEORGE A. SHORB, President
RONALD WENTZ, Vice President
KENNETH R. GOETZE, Vice President, Sales

Atlantic Papers (I)
54 West Dane Street
BEVERLY, MA 01915
617-922-1296
LUCIA CLEMENZI, President
JOHN A. CLEMENZI, Vice President
PETER J. CLEMENZI, Sales Manager

Atlas Paper Co. (I)
P.O. Box 2186
WOBURN, MA 01888
617-729-8750
MYRON NEWMAN, President
ANDREW S. FINKEL, Vice President, Marketing
DAVID E. COHEN, Treasurer

Augusta Paper Co.
(see Bancroft Paper Co.)

Aussedat Rey (P)
1 Rue Du Petit Clamart
Velizy Villacoublay Cedex
FRANCE 78141
STANISLAS GASIOROWSKI, Vice President

Papeteries J. Rezard (P)
21-23 Boulevard De La Musette
95 141 Garges Les Gonesse
FRANCE 78141
JAQUES REZARD, Managing Director
PIERRE LAMBERT, Sales Manager

Papeteries De France (P)
8 à 24, Rue Du Cheval Blanc
Boite Postale 198
93501 PANTIN CEDEX
MICHEL VILLAMAYOR, Managing Director
DEBLIQUI, Sales Manager
JACQUINET, Sales Manager

Copadip (P)
115 Avenue Du President Wilson
93 210 La Plaine Saint Denis
FRANCE 78141
JEAN BRION, Managing Director
PIERRE QUILLARD, Sales Manager

Baker Paper Co. (I)
P.O. Box 429
CEDAR RAPIDS, IA 52406
319-366-2781
WILFRED ZIPPERER, President/ Treasurer
LILLIAN K. ZIPPERER, Vice President/ Secretary
DAVID W. ZIPPERER, Vice President

Baldwin Paper Co.
(see Paper Corp. of America)

Balpex Inc. (I)
2065 Dundas Street East 203
MISSISSAUGA, ONTARIO
L4X 1M2 CANADA
416-625-6750
RICK SCOTT, President
BOB BRUNETTE, General Manager

Adelco Supply Co., Inc. (I)
SCARBOROUGH, ONTARIO M1H 2V5
1-416-438-8233
1840 Ellesmere Road
WAYNE MC MAHON, President

Boudreault Ltee, Ltd. (I)
HULL, QUEBEC J8Y 3S3
1-819-777-1603
45, Adrien Robert
CLAUDE BOUDREAULT, President

Bruce Edmeades Sales Ltd. (I)
KITCHENER, ONTARIO N3C 2M3
1-519-745-6888
235 Ardelt Avenue
BRUCE EDMEADES, JR., Vice President

Bruce Edmeades Packaging Inc.
LONDON, ONTARIO N6E 1K2
519-686-2644
425 Newbold Street
MARTIN KIRBY, General Manager

Cosmos Paper Products Ltd. (I)
TORONTO, ONTARIO M6B 1P5
1-416-787-0261
90 Wingold Avenue
JOHN COLARIETI, President

Crawford Packaging Materials (I)
LONDON, ONTARIO N6A 4G9
1-519-673-3000
P.O. Box 2511 Terminal A
CLARENCE COVEY, President

Eastern Paper (I)
DARTMOUTH, N.S. B3B 1E6
902-463-2343
46 Mosher Dr.-Burnside Ind. Pk.
LEE PUBLICOVER, Vice President & General Mgr.

ST. JOHN'S, NFLD. A1B 3T2 (I)
134 Clyde Ave.-Dovans Ind. Pk.
KEVIN BARRON, Branch Manager

SYDNEY, N.S. B1P 1J9 (I)
902-564-6405
325 George St.
LEE PUBLICOVER, Branch Manager

Eastern Paper Division of EPC (I)
SAINT JOHN, NEW BRUNSWICK
E2L 4J3
1-506-634-5900
P.O. Box 1320
WES COSMAN, Vice President
G. REG BEST, Regional Manager

Emballages Robitaille Inc. (I)
DUBERGER, QUEBEC G1P 4E3
418-681-0191
2350, Galilee, Parc. Ind. Front.
NORMAND DIEUMEGARDE, Vice President

Eugene Allard Ltee (I)
JONQUIERE, QUEBEC G7X 7W8
1-418-547-6654
2244 Rue Chapais
CHARLES ALLARD, President

G. T. French Paper Ltd. (I)
HAMILTON, ONTARIO L8N 3C8
1-416-527-1650
107 Macnab Street N.
BILL MARTIN, President

Godin CDR Inc. (I)
VANIER, QUEBEC
G1M 2T6
418-687-1411
845 Avenue Ducharme
DENIS CANTIN, President

Groupex Distribution Inc. (I)
RIVIERES-DES-PRAIRIES H1E 1K7
1-514-326-4800
7330 Avenue Rene Descartes
JEAN NADEAU, Director of Operations

Henri Bourgeois Inc. (I)
TROIS RIVIERES, QUEBEC G9A 5K2
1-819-378-2757
2135 Bellefeuille
LOUIS ST-YUES, Secretary-Treasurer

J&C Scott Brothers Ltd. (I)
SCARBOROUGH, ONTARIO M1R 2T4
1-416-293-2421
42 Continental Place
RICK SCOTT, President

J. M. Canada Inc. (I)
HULL, QUEBEC J8Y 3P1
819-777-9614
99, Rue Cremazie
LUC MAURICE, President

J. B. Rolland Paper Ltd. (D)
QUEBEC CITY, QUEBEC G1L 4A3
418-623-1535
2755 Avenue Du Colisee
GUY LECLERC, Sales Manager

JBR J. B. Rolland Papers Ltd. (I)
VILLE MONT ROYAL, QUEBEC
H4P 2J6
1-514-735-5661
8160 Royden Avenue
EDNAH ST-PIERRE, President

Kaumeyer Paper Ltd.
NIAGARA FALLS, ONTARIO L2E 6V3
416-227-0000
9 Industrial Drive
JOHN BOSELA, President

BURLINGTON, ONTARIO L7L 5K2
416-632-6660
5230 South Service Road
GLEN MUMBERSON, Vice President

L&E Paper Ltd. (I)
BARRIE, ONTARIO L4N 3V7
1-705-728-8060
63 Morrow Road
DOUG MILES, General Manager

Les Aliments Hellas Food Inc. (I)
VIMONT, LAVAL, QUEBEC H7S 2C1
514-384-3250
2300 Francis Hughes
RONALD THIBAULT, Controller

Merchants Paper Co. Windsor Ltd. (I)
WINDSOR, ONTARIO N9A 6N4
519-254-1163
975 Crawford Ave. Box 602
NELSON SOULLIERE, General Manager

Merrill Enterprises (Saskatoon) (I)
SASKATOON, SASK. S7K 4J1
306-931-1224
339 Edson St. Box 7080
TED NAPPER, Branch Manager

Merrill Enterprises Ltd. (I)
WINNIPEG, MANITOBA R3L 2T3
1-204-284-8300
975 Sherwin Rd., Unit 7
ROBERT NAPPER, President

Morgan Paper & Sanitation Inc. (I)
TORONTO, ONTARIO M8Z 2R5
1-416-233-1165
209 Norseman Street
BILL O'BRIEN, President

Rap-id Paper And Rest. & Supply (I)
EDMONTON, ALBERTA T5M 2Y9
1-403-455-3166
158 45 112 Street
BRIAN COLLINS, Branch Manager

Rene Robitaille Inc. (I)
BOUCHERVILLE, QUEBEC J4B 1V6
1-514-641-2754
100 Boul Marie Victorin
LEO ROBITAILLE, President

Smith Paper Limited (I)
BURNABY, B.C. V3N 1Z2
1-604-525-9644
7168—14th Avenue
PAT MULHERN, President

Snelling Paper Ltd. (I)
OTTAWA, ONTARIO K1B 3M5
1-613-745-7184
1410 Triole Street
DOUGLAS GRAHAM, President

Trimor Products Ltd. (I)
WINNIPEG, MANITOBA R3B 0L3
1-204-942-4201
146 Alexander Avenue
DONALD BUNNEY, General Manager

Vaughan Paper Products Ltd. (I)
NORTH BAY, ONTARIO P1B 2X3
1-705-474-2290
1410 Main Street West
CHARLES VAUGHAN, JR., Vice President

L. Boucher Inc. (I)
CHARLESBOURG, QUEBEC G1H 1L6
1-418-626-4038
237-71E Rue Est.
PIERRE BOUCHER, President

Sanitary Supplies of B.C.
PENTICTON, B.C. V2A 6Y7
604-492-3832
681 Pacific Cresc., Box 730
DONALD STINSON, Manager

KAMLOOPS, B.C. V2C 6G3
604-372-3197
1240 Dalhousie Dr.
BOB BROWN, Manager

PRINCE GEORGE, B.C. V2N 1W9
604-564-5745
1-1722 Ogilvie Street
GERRY KNECHTEL, Manager

JBR J. B. Rolland Paper Ltd.
OTTAWA, ONTARIO K1B 3V9
613-564-0185
2766A Sheffield Road
JEAN-MAURICE BERTRAND, Manager

Merrill Enterprises Ltd. (I)
WINNIPEG, MANITOBA R3L 2T3
1-204-284-8300
103 #11 Evergreen Place
ROBERT NAPPER, President

SASKATOON, SASK. S7K 4J1
306-931-1224
339 Edson St. Box 7080
TED NAPPER, Branch Manager

REGINA, SASK. S4P 3R8
306-525-0137
728 Toronto St., Box 3898
WILF HORWATH, Branch Manager

WINNIPEG, MANITOBA R3H 0T8
204-694-2234
7—975 Sherwin Road
DALE OLNICK, Branch Manager

Morgan Paper & Sanitation Inc.
OSHAWA, ONTARIO L1H 3V8
575 Wentworth St. E. #26
JOSEPH JOHNSTON, Branch Manager

KINGSTON, ONTARIO K7L 4X6
640 Bath Rd. Box 732
ROBERT TREMBLAY, Branch Manager

CORNWALL, ONTARIO K6H 5V2
705 Boundary Road
GUY LAUZON, Branch Manager

Les Produits Sanitaires M.D. Inc.
MONTREAL, QUEBEC H1G 3K7
514-324-9359
12180, Albert-Hudon
J. ANDRÉ PLOUFFE, Vice President

Emballages Harbour (1983) Inc.
SHERBROOKE, QUEBEC J1K 2K4
819-569-7427
1075 St. Esprit
JACQUES BOIVIN, Vice-President

Glenford Paper Division
SCARBOROUGH, ONTARIO M1H 2V5
416-438-7211
1850 Ellesmere Rd.
BRUCE MARPLES, General Sales Manager

Baltimore Warner Paper Co.

(see Carter Rice)

Bancroft Paper Co. (I)

No. 3 Bancroft Circle
P.O. Box 4783
MONROE, LA 71211
318-387-4305
GARDINER YOUNG, Chairman of the Board
F. SPEED BANCROFT, President

MONROE, LA 71207
318-387-6590
P.O. Box 2925

SHREVEPORT, LA 71108 (I)
318-865-7132
P.O. Box 8609

ALEXANDRIA, LA 71301 (I)
318-442-0138
P.O. Box 5606

BATON ROUGE, LA 70895 (I)
504-926-0110
P.O. Box 15807

NATCHEZ, MS 39120 (I)
601-442-1407
P.O. Box 1463

JACKSON, MS 39209 (I)
601-948-1000
P.O. Box 10666

LAFAYETTE, LA 70501 (I)
318-232-0271
P.O. Box 3087

LAUREL, MS 39440 (I)
601-426-3234
P.O. Box 1857

TYLER, TX 75711 (I)
214-561-4828
P.O. Box 7472

AUSTIN, TX 78762 (D)
512-478-2567
P.O. Box 6080

CORPUS CHRISTI, TX 78469 (D)
512-882-5695
P.O. Box 4185

HARLINGEN, TX 78550 (D)
512-423-4180
P.O. Box 551

LUBBOCK, TX 79408 (D)
806-747-2877
P.O. Drawer 71

MIDLAND, TX 79703 (D)
915-563-0032
2060 Market St.
Midland Industrial Park

SAN ANTONIO, TX 78218 (D)
512-826-7550
4514 Tejasco

WACO, TX 76710 (I)
817-754-0005
3115 Mary Street
Whse. #2

NEDERLAND, TX 77627 (I)
409-727-2759
P.O. Box 1328

FORT SMITH, AR 72901 (I)
501-783-5101
P.O. Box 631
D. W. RAGSDALE, Branch Manager

GREENWOOD, MS 38930 (I)
601-455-4240
P.O. Box 461

Arkansas Bag & Equipment Co. (I)
LITTLE ROCK, AR 72219
501-568-0200
P.O. Box 9218

Augusta Paper Co. (D)
AUGUSTA, GA 30903
404-724-0148
P.O. Box 816

Morris-Bancroft Paper Co. (D)
BRUNSWICK, GA 31520
912-265-3436
P.O. Box 1598

Barbecon, Inc. (P)

20 Eglinton Ave. West, Ste. 2100
TORONTO, ONTARIO
M4R 2G7 CANADA
416-488-3434
RAY LOBBAN, Director of Planning

Barbecon-Barber Ellis Fine Pap (P)
TORONTO, ONTARIO M4R 2G7
416-488-7501
20 Eglinton Ave. West, Ste. 2100
W. S. BROWN, Senior Vice President

Barbecon-National Retail Div. (P)
REXDALE, ONTARIO M9W 1M1
416-486-8334
23 Disco Road
J. BALTIN, Branch Manager

Barber-Ellis (P)
TORONTO, ONTARIO M4H 1A7
416-421-8270
20 Overlea Boulevard

B

JOHN R. KUBACKI, Vice President & General Mgr.

Barber-Ellis (P)
RICHMOND, BRITISH COLUMBIA
604-273-7541
Suite 204, 10451 Shellbridge Wa
D. R. BALL, Senior Vice President
HERBERT MARKGRAF, Manager Market Development

DARTMOUTH, NOVA SCOTIA B3B 1N9
902-463-0770
110 Simmonds Drive
B. H. SQUIRE, General Manager

WINNIPEG, MANITOBA R3J 3V7
204-885-6642
11 Saulteaux Crescent
GUY FRIGON, General Manager

REGINA, SASKATCHEWAN S4N 5V7
306-545-7655
210 North Leonard Street
R. C. WEED, General Manager

CALGARY, ALBERTA T2E 6Z2
403-230-2941
2916-21st Street N.E.
K. KILLE, General Manager

EDMONTON, ALBERTA T5M 1W7
403-451-4764
11450-149th Street
GERARD T. BALL, General Manager

VANCOUVER, BRITISH COLUMBIA V6A 3P5
604-253-5231
1125 Vermon Drive
F. T. HIGGINS, Vice President
CRAIG BLACKBURN, Manager

SASKATOON, SASKATCHEWAN S7K 5Y8
306-934-8899
838-56th Street East
R. FRIESEN, Branch Manager

The Paper Shoppe (P)
TORONTO, ONTARIO M5V 1E3
416-593-7999
482 Wellington Street West

MARKHAM, ONTARIO L3R 1B6 (P)
416-474-0622
256 Denison Street

MISSISSAUGA, ONTARIO L4W 2P5 (P)
416-624-6665
1515 Matheson Blvd. Unit B-13

HAMILTON, ONTARIO L8H 7P4 (P)
416-560-2090
351 Nash Road North

SCARBOROUGH, ONTARIO M1S 3S3
416-292-1222 (P)
50 Shorting Road

LONDON, ONTARIO N5Z 3M7 (P)
519-685-3910
931 Leathorne Street

Papeterie Barber-Ellis (P)
ST. LAURENT, QUEBEC H4T 1P7
514-341-4730
345 Montee De Liesse
A. CHOQUETTE, General Manager

Fine Papers London (P)
LONDON, ONTARIO N5V 3B9
519-453-5870
P.O. Box 6424
A. D. CURRAN, Vice President & General Mgr.

HAMILTON, ONTARIO L8H 7K6 (P)
519-549-4184
P.O. Box 3154, Station C
DON WILLIAMS, Branch Manager

WINDSOR, ONTARIO N9A 6K1 (P)
519-253-4628
P.O. Box 161
R. PITT, Branch Manager

Le Marche De L'Imprimeur (P)
MONTREAL, QUEBEC H4N 2S7
514-381-7622
1625, rue Chabanel Quest

MONTREAL, QUEBEC H4C 2Z6 (P)
514-935-0671
1001, Leonoir

MONTREAL-NORD, QUEBEC H1H 5A5
514-324-8015 (P)
9985 Avenue Lauzanne

Barkwell Paper Company, Ltd. (P)
59 Bannister Road
WINNIPEG, MANITOBA R2R 0P2
204-633-3705
E. J. BARKWELL, General Manager

Baron-Batz Paper Co. (I)
1490 Clove Road
STATEN ISLAND, NY 10301
718-727-1230
STANLEY KREBS, President

Richard Bauer & Co. (D)
627 West 42nd Street
NEW YORK, NY 10036
212-695-1700
JOSEPH HOFHEIMER, President
JOSEPH WYANT, Sales and Marketing Manager
BURKE KIMBER, V.P. Sales Fine Paper
FRANK P. MCGUINNESS, Sr. Vice President
ROBERT HARRIS, Treasurer

Baumann Paper Co. (I)
P.O. Box 13022
LEXINGTON, KY 40512
606-252-8891
FRED W. BAUMANN, JR., President
SHIRLEY WALLING, Manager
RALPH C. RAMBICURE, Vice President
CHARLES E. GRAY, Vice President
JIM WISNER, Purchasing Manager
GARY HAHN, Credit Manager

Beacon Paper Co.
(see Western Paper Co.)

Beavers Paper—WWF Southwest
(see WWF Paper Corp.)

Beck Packaging Corp. (I)
P.O. Box 2645
ALLENTOWN, PA 18001
215-264-0551
IRWIN Y. BECK, President
JAMES BECK, Vice President
ROBERT MARSHALL, General Manager
THOMAS FRISCH, Sales Manager

Bellerive Paper Company (I)
5826 South Broadway
ST. LOUIS, MO 63111
314-752-5300
HARRY W. TRETTER, JR., President

Bennett Paper Co. (I)
450 Butler Street
PITTSBURGH, PA 15223
412-7[illegible]01
IRVI[illegible]ENNETT, President
PAUL [illegible]. BENNETT, Executive Vice President
EDWARD SCHANO, Vice President

Bentley Paper Corp. (P)
1700 Russell Road
PAOLI, PA 19301
215-251-0350
THOMAS G. M. BENTLEY, President
BROOKE WEIDNER, Vice President
EDWINA L. DEEMER, Treasurer

Berk Paper & Supply (I)
2671 Youngstown Road S.E.
WARREN, OH 44484
216-369-1192
ROBERT A. BERK, President
SUZANNE J. BERK, Vice President
PATRICK BARBATO, Sales Manager

H. T. Berry Company, Inc. (D)
50 North Street
CANTON, MA 02021
617-828-6000
HENRY T. BERRY, President
LORRAINE STEWART, Treasurer

Bloch Bros. Paper Co. (P)
111 West 19th Street
NEW YORK, NY 10011
212-675-1800
GERALD C. BLOCH, President
NEDRA S. BLOCH, Vice President
SUSAN B. BLOCH, Controller
JANICE BLOCH, Director of Marketing Sales

Boman Papir A/S (D)
P.O. Box 96
N-1321 Stabekk
NORWAY
Telephone: +472 590925
Telefax: +472 535508
Telex: 76642 Bopap n
JAN HENRIK BOMAN

Borax Paper Products, Inc.
461 Timpson Place
BRONX, NY 10455
MARC BORAK, President
PHYLLIS BORAK, Vice President
STEVEN DENMARK, Vice President

Borch Papir (D)
Kornmarksvej 15-19
DK-2605 Broendby
DENMARK 02 45 33 11
IB ANDERSEN, Executive General Manager
SOEREN HANSEN, Director of Economic Affairs
M. ANDERSEN, Assistant Director

Borchas (D)
Columbusvej 5
DK-2860 Soeborg
DENMARK (01)69 43 33
HANS STRANDFORT, Branch Manager

Bosworth Papers Inc. (P)
P.O. Box 2528
HOUSTON, TX 77252
713-683-8888
THOMAS R. JORDAN, President
ANDREW F. SNIVELY, Exec. Vice President
CALVIN FRANK, Treasurer
DON FLORIDA, Sales Manager

Bowling Green Paper Company (I)
P.O. Box 1134
115 State Street
BOWLING GREEN, KY 42101
502-842-6502
JOSEPH L. WHITE, General Manager
CHARLES A. HARDCASTLE, President

Brame Specialty Co. (I)
P.O. Box 271
DURHAM, NC 27702
919-683-1331
J. B. BRAME, Chairman of the Board
JAMES B. BRAME, JR., President
ROBERT M. BRAME, Vice President
RANDAL A. BRAME, Vice President
NED SMITH, Vice President & Secretary

ROCKY MOUNT, NC 27801 (I)
919-442-3154
P.O. Box 1378
PAT D. PAGE, Branch Manager

WILMINGTON, NC 28402 (I)
919-343-0111
P.O. Drawer 2146
JOHN WATSON, Branch Manager

Carolina Paper & Builders (D)
CHARLOTTE, NC 28232
704-372-2777
P.O. Box 32577

222 E. 28th St.
WALTER E. LAMB, President

Bret Packaging Company (I)
1000 Great Plain Avenue
NEEDHAM, MA 02192
617-444-2139
RICHARD L. ELWELL, President
ANDREW J. BRETSCHNEIDER, Vice President & Treasurer
RICHARD L. ELWELL, Sales Manager

Brewer-Chilcote Paper Co.
(see Cordage Papers)

C. T. Brigham Co. (I)
1561 East Street
PITTSFIELD, MA 01201
413-445-5646
DAVID W. NORTHWOOD, President
LANCE A. NORTHWOOD, Vice President

Broward Paper & Packaging Co. (I)
1201 N.E. 45th Street
FT. LAUDERDALE, FL 33334
305-776-6272
JOSEPH J. NOVICK, President
TERRI T. NOVICK, Treasurer
KAREN NOVICK, Vice President
GARY LAMBERTON, Sales Manager
JOHN CIANFLONE, Sales Manager
CECILIA PACCOTTI, Purchasing Manager
KAREN SYNKOWICZ, Advertising Manager
IKE HABIB, Sales Manager
CHERYL M. DE LOACH, Office Manager
WILLIAM J. WILLIAMS, Customer Service Manager
DERRICK MC HUGH, Warehouse Manager

W. E. Buehler Paper Co.
(see Bunzl Corp.)

Buffalo Paper & Twine Co.
(see Chudy Paper Co.)

Bulkley Dunton
(see Carter Rice)

Bunzl Corp. (I)
256 Columbia Turnpike
Columbia Commons
FLORHAM PARK, NJ 07932-1298
201-377-4990
BRIAN P. FORD, President

Alliance Paper & Pkg. Co. (I)
BRENTWOOD, NY 11717
516-273-4600
110 Emjay Blvd.
D. STEIN, Branch Manager

Bunzl USA, Florida (I)
NORTH MIAMI BEACH, FL 33162
305-652-4120
220 N.E. 187th Street
WEINSTEIN, Branch Manager

Bunzl Distribution Center (I)
ST. LOUIS, MO 63141
314-997-5959
701 Emerson-Suite 410
JON CARLSON, Vice President Operations
STEVEN ROSEN, Vice President
PAUL LORENZINI, President
EUGENE HORWITZ, Manager of Data Processing

Consolidated Packaging, Inc. (I)
AURORA, CO 80011
303-373-0773
13801 E. 33rd Place, Unit C
T. FRANK, Branch Manager

Capital Consolidated, Inc. (I)
INDIANAPOLIS, IN 46226
317-898-2320
3333 N. Franklin Road
JIM VON DEYLEN, Regional Mgr.
ROBERT MURRAY, Vice President

LOUISVILLE, KY 40213 (I)
502-361-7133
911 Grade Avenue, Suite 311
Louisville Airpark
M. CRUSH, Branch Manager

COLUMBUS, OH 43228 (I)
614-272-8613
4221 Westward Ave.
P. OLIVERIO, Branch Manager

EVANSVILLE, IN 47711 (I)
812-424-5531
2200 North New York Ave.
R. BOGAN, Branch Manager

Pritty Pak (I)
INDIANAPOLIS, IN 46226
317-898-2320
3333 North Franklin Road
TED. COYLE, Branch Manager
GREGG BROWN, Sales Manager

ROSEMONT, IL 60018 (I)
312-992-1210
9742 West Forster Avenue
F. MICAL, Branch Manager

E. Greene & Company (I)
MASPETH, NY 11378
718-366-5555
57-00 49th Street
MARK SUGARMAN, Branch Manager

Jersey Paper Company (I)
NEW BRUNSWICK, NJ 08903
201-821-7000
P.O. Box 229
J. TABAK, Divisional Manager
A. GORDON, Branch Manager

Liberty Paper & Bag Co. (I)
AUBURN HEIGHTS, MI 48057
313-334-5900
111 Corporate Drive
R. PALMER, Branch Manager

Palm Beach Paper Co. Inc. (I)
RIVIERA BEACH, FL 33404
305-842-8495
2001-A Australian Avenue
RALPH E. THOMPSON, Operational Manager
DAVID HARDING, Branch Manager

Packaging Supply Company, Inc. (I)
ATLANTA, GA 30336
404-346-7700
6057 Boat Rock Blvd.
M. BRYAN, Regional Manager
J. FISCHER, Branch Manager

Packaging Materials (I)
MINNEAPOLIS, MN 55441
612-473-0660
14430 21st Avenue North
M. BRASHER, Branch Manager

Packaging Consultants, Inc. (I)
HAZELWOOD, MO 63042
314-731-2700
130 Byassee Dr.
M. GREENO, Divisional Manager
T. SEELER, Regional Manager
J. KNOTT, Branch Manager

ALSIP, IL 60658 (I)
312-389-2200
5009 West 122nd St.
DAN HOWELL, Branch Manager

W. E. Buehler Paper Co. (I)
CINCINNATI, OH 45242
513-891-9010
4699 Malsbury Road
J. NEATER, Branch Manager

The Lable Co. Inc.
ST. LOUIS, MO 63132
314-427-2360
10718 Trenton Ave.
T. BOYLAN, Branch Manager

Western Packaging Inc. (I)
HOUSTON, TX 77041
713-460-9200
9282 Bay Thorne Drive
R. WEIDENHEFT, Branch Manager

Mac-Pak (I)
PADUCAH, KY 42002-0946
Route #7, Moody Rd.
P.O. Box 946
CHUCK BARNETT, Branch Manager

NEW ORLEANS, LA 70123 (I)
5600 Jefferson Hwy.
Suite 226
HERMAN GILMORE, Branch Manager

Consolidated Packaging, Inc. (I)
OKLAHOMA CITY, OK 73108
4243 Will Rogers Pkwy.
MIKE COOK, Branch Manager
JIM REVEAL, Division Manager
RICK SNELLINGS, Regional Manager

Bunzl Distribution Center
(see Bunzl Corp.)

Bunzl USA, Florida
(see Bunzl Corp.)

Burke Supply Company, Inc. (I)
880 Meeker Avenue
BROOKLYN, NY 11222
718-384-1535
NORMAN BERKOWITZ, Vice President, Sales
WILFRED GREEN, President
PHILIP BERKOWITZ

Burlington Paper Co. (I)
216 So. 3rd Street
BURLINGTON, IA 52601
319-754-7534
WAYNE L. CARNEY, President

Great Western Paper Co.
DAVENPORT, IA 52801
319 Western Ave.
COLLIN CARNEY, Branch Manager

Bush Bros., Inc. (I)
P.O. Box 336
CHAMPAIGN, IL 61820
217-352-5139
WILLIAM H. BUSH, President
J. M. BUSH, Vice President
HENRY C. BUSH, Secretary-Treasurer

Butler-Dearden Paper Service
(see Butler Paper Co.)

Butler Paper Co. (D)
P.O. Box 3359
ENGLEWOOD, CO 80155
303-790-8343
F. G. WALKER, President
JOHN J. BURGESS, Vice President, Planning
JAMES D. BENTHEIMER, Vice President Administration
RICHARD P. WALES, Vice President Marketing
CORINNE J. DUBOIS, Manager, Communications
TOM LEECH, JR., Marketing Manager-Industrial
KEN SIEFKEN, Controller
DAVID B. WESSLING, Marketing Manager-Fine Products
A. MICHAEL BROECKER, Controller-West
LEWIS TAYLOR, Office Manager
GERALD P. GRANT, Manager-Marketing Services
ROBERT H. KUNDE, Vice President-West
RICHARD C. MORGAN, Controller-East
RUSSERT STAFF, Controller-Central
ALAN E. LANG, Vice President-East Region
ROGER LANPHIER, Warehouse Manager

NEW HAVEN, CT 06473
203-234-3200
21 Dodge Avenue
RICHARD A. COFFEY, Vice President

FRAMINGHAM, MA 01701 (P)
617-879-9931
4 New York Ave.
WILLIAM J. HAHN, Manager

CHEVERLY, MD 20781 (P)
301-322-3300

B

2420 Schuster Drive
R. V. FOX, Vice President

BALTIMORE, MD 21217 (P)
301-669-1000
81 West Mosher Street
THOMAS R. JACOKES, Vice President

MECHANICSBURG, PA 17055-0259 (P)
717-697-6453
P.O. Box 259
DAVID G. MASON, Vice President

MEMPHIS, TN 38181 (P)
901-363-0363
P.O. Box 18425
THOMAS J. KNUDSON, Vice President

LIVONIA, MI 48150 (D)
313-464-3400
P.O. Box CN5590
RONALD L. KNOLL, Vice President

LANSING, MI 48909
517-394-5282
P.O. Box 26127
PHILLIP B. MILAZZO, Vice President

JOPLIN, MO 64802-1381 (D)
417-623-3113
P.O. Box 1381
RICHARD C. OPPENHEIM, Manager

TOLEDO, OH 43609 (D)
419-385-5344
2925 South Avenue
SCOTT L. HAY, Manager

CEDAR RAPIDS, IA 52404 (D)
319-366-8261
P.O. Box 8356
JOHN D. EWALT, Vice President

DENVER, CO 80217 (D)
303-295-3261
P.O. Box 5248
DENNIS V. FILKOSKI, Vice President

DES MOINES, IA 50316 (D)
515-262-9555
P.O. Box 3306
DAVID L. PETTIS, Vice President

LENEXA, KS 66215 (D)
913-492-5050
P.O. Box 14688
BRUCE E. MC SPADDEN, Vice President

ST. PAUL MN 55113 (D)
612-636-2650
3080 Long Lake Road
J. D. WILSON, Vice President

COLORADO SPRINGS, CO 80907 (D)
303-599-9699
170 Talamine Court
ROBERT F. WALKER, Manager

FARGO, ND 58107 (D)
701-282-8811
P.O. Box 1148
JERRY C. LIPPERT, Manager

OMAHA, NE 68137 (D)
402-330-5095
P.O. Box 37214
STEPHEN A. CARTER, Manager

ROCHESTER, MN 55901 (D)
507-285-1323
903 NW 6th Street
BRIAN R. RIPLEY, Manager

SIOUX FALLS, SD 57104 (D)
605-331-3695
1401-1409 E. 54th St. No.
THOMAS G. HARPER, Manager

WICHITA, KS 67201 (D)
316-942-0121
P.O. Box 285
JOHN J. KOZICKI, Vice President

CITY OF INDUSTRY, CA 91744 (P)
818-968-0616
P.O. Box 3230
PAUL J. CRILLY, Vice President

SPARKS, NV 89432-2230 (P)
702-331-7383
P.O. Box 2230
KIRK S. JOHNSON, Manager

PHOENIX, AZ 85017 (P)
602-248-8818
2841 W. Clarendon Avenue
WILLIAM P. DOUGLASS, Vice President

BRISBANE, CA 94005 (P)
415-468-1100
180 West Hill Place
WILLIAM G. RYLE, Vice President

SACRAMENTO, CA 95814 (P)
916-446-6931
840 N. 10th Street
Ste. H
JOHN R. STANGBY, Vice President

SANTA ROSA, CA 95401 (P)
707-576-7333
3217 Coffey Lane
DEAN G. VENEMAN, Manager

TUCSON, AZ 85713 (P)
602-790-7722
3135 S. Dodge Blvd.
LANCE G. MILLER, Manager

TULSA, OK 74155-1478 (D)
918-622-9166
P.O. Box 55478
KENT D.SHERIDAN, Vice President

TYLER, TX 75711 (D)
214-592-1685
P.O. Box 7994P
WILLIAM E. WHITTLE, Vice President
CECIL B. SCRUGGS, Vice President

SHREVEPORT, LA 71136 (D)
318-869-2021
P.O. Box 61118
DAVID S. JONES, Vice President

SHERMAN, TX 75090 (D)
214-893-5571
P.O. Box 1183
THOMAS E. TYLER, Manager

AUSTIN, TX 78764 (D)
512-442-6746
P.O. Box 3568
ARLON A. BINDSEIL, Vice President

BATON ROUGE, LA 70821 (D)
504-383-9170
P.O. Box 4018
BRADLEY A. SCOTT, Vice President

DALLAS, TX 75380-2336 (D)
214-386-0606
P.O. Box 802336
JOHN W. WACHS, Vice President

HOUSTON, TX 77252 (P)
713-869-6431
P.O. Box 2107
BRUCE E. WOODS, Vice President

BROUSSARD, LA 70518 (D)
318-837-3802
P.O. Box 399
ARTHUR J. BEAUCHAMP, Vice President, General Manager

LITTLE ROCK, AK 72203 (D)
501-376-3891
P.O. Box 1649
CRAIG ANDERSON, Vice President

OKLAHOMA, CITY, OK 73147 (P)
405-947-3391
P.O. Box 75336
CHARLES A. THOMPSON, Vice President

ALEXANDRIA, LA 71301 (D)
318-443-0422
P.O. Box 5796
ALVIN B. MICHIELS, Manager

CORPUS CHRISTI, TX 78408 (D)
512-887-8454
P.O. Box 4894
W. PAT EVANS, Manager

FORT SMITH, AR 72903 (D)
501-646-4701
P.O. Box 429
WILLIAM G. GUPTON, Manager

FORT WORTH, TX 76111 (D)
817-831-3101
361 North Beach Street

LONGVIEW, TX 75606 (D)
214-753-7655
P.O. Box 2646
JULIAN M. FIEGEL, Manager

LUFKIN, TX 75901 (D)
409-632-7703
P.O. Box 1847
DENNIS R. MILLER, Manager

WEST MONROE, LA 71291 (D)
318-323-8816
P.O. Box 2356
R. GENE SIMMONS, Manager

SAN ANTONIO, TX 78218 (D)
512-828-8897
P.O. Box 39047
WILLIAM B. SWINT, Manager

TEXARKANA, TX 75505 (D)
214-838-7591
P.O. Box 6226
E. C. DAVENPORT, Manager

ST. LOUIS, MO 63132 (P)
314-991-2470
P.O. Box 21563
1200 Research Blvd.
TIMOTHY M. MOHAN, Vice President

DES PLAINES, IL 60018 (P)
312-299-6615
2392 South Wolf Road
GLENN P. BARTON, Vice President

FORT WAYNE, IN 46809 (D)
219-747-0511
P.O. Box 9249
THOMAS O. YAGGY, Vice President

INDIANAPOLIS, IN 46241 (D)
317-243-3221
P.O. Box 41290
JOHN H. SCHULZ, Vice President

MENOMONEE FALLS, WI 53051 (D)
414-255-0888
N92 W14555 Anthony Avenue
JAMES L. KRUK, Vice President

MADISON, WI 53704-6761 (D)
608-271-0441
2201 Advance Road
LARRY L. HOFMEISTER, Manager

PEORIA, IL 61615 (D)
309-692-5620
1116 W. Bird Blvd.
TERRY W. MITTON, Manager

TERRE HAUTE, IN 47808 (D)
812-232-7021
P.O. Box 1078
THOMAS E. MYERS, Manager

WISCONSIN RAPIDS, WI 54494 (D)
715-424-2161
P.O. Box 1298
GEORGE M. MATHEWS, Manager

EVANSVILLE, IN 47701-0078 (D)
812-425-3391
P.O. Box 78
JOHN E. EVANS, Manager

DE PERE, WI 54115
P.O. Box 488
MICHAEL D. O'HALLORAN, Manager

PROVIDENCE, RI 02907 (D)
401-943-7331
111 Dupont Drive
COLBY MULLIGAN, Manager

WEST SPRINGFIELD, MA 01089 (D)
413-733-6654
410 Union Street
WILLIAM L. BRYANT, Branch Manager

CHICAGO, IL 60616 (P)
312-738-0950
1801 S. Lumber Street
DENNIS L. CHAN, Manager

Southern States Giftwrap (I)
AUSTIN, TX 78764
512-442-0046
P.O. Box 3568
ROBERT L. STAATS, Manager

Butler-Dearden Paper Service (D)
WORCESTER, MA 01605
617-753-6331
25 Park Avenue
DOUGLAS P. BUTLER, President
GEORGE S. BUTLER, Treasurer
AUSTIN L. BRAINERD, Vice President

The Paper Shack (P)
DALLAS, TX 75240
214-980-4720
14292 Gillis Road
DOM TUMINELLO, Branch Manager

CDA Distributors (I)
900 State Street
ERIE, PA 16501
814-455-9015
RICHARD D. CHILDERS, President
DAMIAN G. GLOVER, Controller
LINDA AMBRUS, Administrative Manager
JOSEPH L. MARCHIONE, Mktg. Mgr. Business Papers

Crown Supply Co. (I)
SPRINGFIELD, VA 22150
703-569-3900
7200 Fullerton Road
OMER E. FORTIER, President
BRUCE E. LANG, Exec. Vice Pres.
R. M. MC DONALD, Dir. Purchasing
MICHAEL C. ALMEIDA, Controller
SAM LANDON, Sales Manager

Harrisburg Paper Co. (I)
HARRISBURG, PA 17105
717-564-9761
P.O. Box 1337
C. TED LICK, President
ANDREW N. LICK, Exec. Vice President
WILLIAM A. WALKER, Vice President
RONALD E. MC KINLEY, Vice President
JERRY C. ACRI, Vice President
TONY MYERS, Vice President Marketing
DAVID CRAWFORD, Vice President Purchasing
JOHN T. MILES, Vice President Sales
JERRY HILER, Vice President Operations

Mellocraft Co. (I)
TOLEDO, OH 43693
419-243-6100
P.O. Box 567
JACK J. MUELLER, President
DONALD M. WHITING, Manager Purchasing
KEN GALLOCK, Sales Manager
HOWARD L. SMITH, Controller

DEFIANCE, OH 43512 (I)
419-784-2263
1973 So. Jefferson Street
KENNETH E. GALLOCK, Branch Manager

Morris Paper Co. (I)
PITTSBURGH, PA 15222
412-471-2500
21st Street & A.V.R.R.
RONALD C. ESPER, President
REYBURN D. GOVE, II, Sales Manager
THOMAS J. GARVIN, Controller
JOE MARCHIONE, Manager, Business Papers

JOHNSTOWN, PA 15907 (D)
814-536-7831
6th & Broad Streets
MARTIN BUCHMAN, Vice President

Paper Supply Co. (I)
KANSAS CITY, MO. 64108
816-753-5757
2915 Southwest Blvd.
DONALD H. TRANIN, President
BEN TRILLIN, Executive Vice President
KEITH L. MORANTZ, Administrative Manager
JACK M. BERNSTEIN, Sales Manager

Rohner Distributors Inc. (I)
AKRON, OH 44311
216-253-4173
763 South Broadway
RALPH J. ROHNER, President
WILLIAM LANHAM, Sales Manager
JACK JAMISON, Operations Manager
KENNETH KOHLER, Warehouse Manager
JAMES H. LORD, Manager, Maintenace Products

Ropak (I)
ST. LOUIS, MO 63102
314-421-5400
101 Lombard Street
ROBERT L. BUELL, President
JOHN YOUNG, Exec. Vice President
DAN GOODMAN, Sales Manager
MARK STEINER, Controller

DALLAS, TX 75247 (I)
214-638-7110
1272 Security Drive
WILLIAM F. COOK, General Manager

KANSAS CITY, MO 64116
816-453-5067
P.O. Box 7384

Steindler Paper Co. (I)
MUSKEGON, MI 49441
616-726-4405
1778 Sanford Street
RAYMOND DYKEMA, President
DONALD ECKLESDAFER, Vice President
BRYCE SPENCER, Controller
TOM ROYLE, Vice President Sales

GRAND RAPIDS, MI 49503
616-456-5419
300 Ellsworth
DON ECKLESDAFER, Vice President Marketing

PETOSKEY, MI 49770 (I)
616-347-3911
2380 Charlevoix Ave.
LESTER ATCHISON, General Manager

JACKSON, MI 49202 (I)
517-787-6295
1514 Daniel Road

KALAMAZOO, MI 49007 (I)
616-345-7128
508 East Frank St.

ALPENA, MI 49707 (I)
517-354-2985
700 Second Ave.

TRAVERSE CITY, MI 49684 (I)
616-946-3660
1684 Keystone

DETROIT, MI 48227 (I)
313-836-3883
16515 Plymouth Rd.
TED J. VINCENT, Branch Manager

Reid Paper Co. (I)
SAGINAW, MI 48607
517-752-8186
400 South Franklin St.
NORMAN CARLISLE, General Manager

Calabrese Brothers, Inc. (I)
1885 Harlem Rd.
BUFFALO, NY 14212
716-892-1942
JOSEPH CALABRESE, President
LEONARD CALABRESE, Executive Vice President
A. T. BUSCAGLIA, Vice President Marketing
VINCENT LO DESTRO, Sales Manager

ROCHESTER, NY 14624 (I)
716-328-0930
1350 Buffalo Rd.
Suite #3
MIKE BOOTH, Division Manager

Camelot Distributing Co. (I)
400 Fisk Drive
ATLANTA, GA 30336
404-349-7680
CLIFFORD G. MC GEHEE, President
C. GRAHAM MC GEHEE, JR., Chairman of the Board

ATLANTA, GA 30336 (I)
404-349-7680
400 Fisk Dr. S.W.
P.O. Box 43567
RICHARD BARTLETT, Vice President

NEWPORT NEWS, VA 23607 (I)
804-380-8770
801 48th Street
JEFF NANTZ, Vice President

CINCINNATI, OH 45242 (I)
513-733-9600
4750 Lake Forest Drive
T. SUTTON TAYLOR, Vice President

Camp Paper & Envelope Co. (P)
2580 Wyandotte, Unit H
MOUNTAIN VIEW, CA 94043
415-969-8384
GENE L. CAMP, President
SCOTT A. CAMP, Vice President
VICTORIA B. CAMP, Treasurer

Cannon Paper Company (P)
P.O. Box 788
TOLEDO, OH 43695
419-244-8631
GEORGE CANNON, President
DAVID W. BARRY, JR., Vice President
ROBERT LITTLE, Vice President
GARY BILLMAIER, Vice President
PAUL KASEMAN, Secretary-Treasurer
RICHARD BADER, Assistant Treasurer

Canover Industries, Inc. (I)
P.O. Box 77
MASPETH, NY 11378
212-456-8900
HENRY M. EISENBERG, Vice-Chairman of the Board
ALFRED E. EISENBERG, Chairman of the Board
IRV MERMELSTEIN, President
HAROLD ROGGEN, Comptroller
STUART CRAGIN, JR., General Manager
JACQUELINE EISENBERG, Marketing Manager
JOHN ARENA, Industrial Sales Manager
JAMES DUFFY, Sales Manager
MORRIS FEIL, Merchant Sales Manager
DOUGLAS MACDONALD, Sales Manager

Cantwell-Cleary Co., Inc. (I)
2100 Beaver Road
LANDOVER, MD 20785
301-773-9800
VINCENT D. CLEARY, President & Treasurer
E. TIMOTHY CLEARY, Vice President
JOHN MACGREGOR, Vice President
DAVID WINTER, Sales Manager

Capital City Paper Company (D)
P.O. Box 4227
SPRINGFIELD, IL 62708
217-529-6701
BOB BUNN, President & Treasurer
DICK JEFFERS, Office Manager
JOHN DUNLAP, Sales Manager

Capital Consolidated, Inc.
(see Bunzl Corp.)

Capital Paper Co., Inc. (P)
123 W. 19th Street
NEW YORK, NY 10011
212-255-5010
JULIUS J. MEISEL, Chief Executive Officer
SIDNEY MEISEL, Vice President
CARL R. MEISEL, President
JEROME BLUMSTEIN, Executive Vice President

Cardinal Paper Company
(see Century Papers, Inc.)

Carlyle Paper Company NY
(see Gould Paper Corp.)

Carolina Paper & Builders
(see Brame Specialty Co.)

Carolina Retail Packaging, Inc. (I)
P.O. Box 1255
LEXINGTON, SC 29072
803-359-0036
VINCENT D. EGAN, President
DENNIS EGAN, Vice President
MARY ANN EGAN, Treasurer

C

Carpenter Paper Co. (P)
P.O. Box 2709
GRAND RAPIDS, MI 49501
616-452-9741
JAMES HOLTSCLAW, President
RICHARD HANSKNECHT, Exec. Vice President
FRANK, G. GEARY, Vice President/Treasurer

Carpenter Paper Co. of Indiana (P)
P.O. Box 8269
FORT WAYNE, IN 46898
219-482-4686
DONALD R. OLSEN, Vice President/General Mgr.
JIM SIMPSON, Customer Service/Purchasing Manager

Carpenter Paper of Iowa (D)
P.O. Box 568
DES MOINES, IA 50302
515-282-5130
JOSEPH M. TELL, President/C.E.O.
WARREN A. BURGESS, Vice President/General Manager
ORVAL P. BYRD, Vice President, Treasurer
WILLIAM P. TELL, Sales Manager
WILLIAM G. CLARK, Manager

ROCK ISLAND, IL 61201 (D)
309-794-1222
P.O. Box 540
JULIE CARLSON, Office Manager

Carpenter Paper Co. of Neb.
(see Paper Corp. of America)

Carr Paper Company (I)
P.O. Box 2388
POMONA, CA 91769-2388
213-725-0649
714-628-6061
RICHARD L. CARR, SR., Chairman of the Board
JOHN E. ROUNTREE, President & C.E.O.
JOSEPH L. KELLY, SR. Vice President
WILLIAM H. TAYLES, Controller
ROBERT G. WALSH, Merchandising Dir.

INDIO, CA 92201 (I)
619-347-0701
P.O. Drawer 111
DON E. DIAL, Vice President/Br. Manager

EL CENTRO, CA 92244 (D)
619-352-3171
1045 So. First St.
P.O. Box 3005
J. MICHAEL LEASE, Vice President/Branch Mgr.

Carter Rice Paper Company (D)
273 Summer Street
BOSTON, MA 02101
617-542-6400
HENRY S. JULIER, President & CEO
WILLIAM E. KELLEY, Vice President
PHILIP LA FAUCI, Vice President-Credit & R.E.
DONALD B. PAGE, Vice President-Marketing
WILLIAM E. COLLINS, Vice President
JEROME D. ELLIOTT, Vice President
ROBERT G. ESTES, Vice President
BRUCE LIGHTY, Vice President
DAVID E. POTTER, Vice President-Finance
LEWIS S. REISCHE, Vice President
JAMES E. SMITH, Vice President-EDP

SOUTH WINDSOR, CT 06074 (D)
203-528-9351
330 Nutmeg Road
ANTHONY HAYES, Manager

WEST HAVEN, CT 06516 (D)
203-932-2202
51 Railroad Avenue
BRUCE LIGHTY, Vice President & Manager

PAWTUCKET, RI 02862 (D)
401-723-6400
402 Walcott Street
FRANK J. DONAHUE, Manager

SPRINGFIELD, MA 01101 (D)
413-788-0901
66 D Industry Avenue
P.O. Box 2529
WILLIAM C. DUGGAN, Manager

WORCESTER, MA 01604 (D)
617-755-4353
75-B Southwest Cutoff
BRIAN MC LEVEDGE, Manager

CONCORD, NH 03301 (D)
603-225-6678
276 N. State Street
HANK WILSON, Manager

Carter Rice/C. M. Rice (D)
PORTLAND, ME 04104
207-797-3300
P.O. Box 3561
SANFORD L. FOGG, JR., Manager

Carter Rice/New England (D)
BOSTON, MA 02101
617-542-6400
273 Summer St.
WILLIAM E. KELLEY, President
BRUCE LIGHTY, Vice President
DAVID MILLER, Vice President
THOMAS S. MONAHAN, Vice President
DONALD B. PAGE, Vice President
DONALD SMITH, Controller

Ingalls Cronin Co. (I)
WINCHESTER, MA 01890
617-729-8900
80 Holton Street
OSMUND KEIVER, President
CRAIG MEADER, Vice President
PAUL BLUNDELL, Controller

Stanford Paper Co. (P)
LANDOVER, MD 20785
301-772-1900
1901 Stanford Court
WILLIAM E. COLLINS, President
RICHARD FOLEY, Controller
SAMUEL NUTWELL, Sales Manager
ERIC HEYBROEK, Operations Manager
LOUIS LOPEZ, Manager, Gov't. Sales

Advance Paper & Chemical Co. (I)
WILMINGTON, DE 19899
302-655-7586
P.O. Box 1969
200 South Madison Street
WILLIAM H. THORNE III, President
JOHN O'DONOGHUE, Vice President

Baltimore Warner Paper Co. (D)
BALTIMORE, MD 21237
301-866-1500
1201 67th Street
JEROME D. ELLIOTT, President
GEORGE BOSWORTH, Controller
JAMES T. O'BRIEN, Sales Manager-Industrial
DONALD W. CURTIN, Sales Manager-Fine

Lehigh Valley Paper Co. (D)
ALLENTOWN, PA 18001
215-264-3720
P.O. Box 2167
ROBERT G. ESTES, President
JOHN JONES, Assistant Manager

Paper Merchants (P)
PHILADELPHIA, PA 19114
215-637-1900
P.O. Box 16067
ROBERT G. ESTES, President
DAVID MARPLE, Controller

Bulkley Dunton (P)
NEW YORK, NY 10016
212-679-5050
295 Fifth Avenue
LEWIS S. REISCHE, President
FRANK P. NOCELLA, VP/Administration & Finance
GEORGE J. DOEHNER, Exec. VP/Publication Sales
GARRETT W. BISHOP, VP/Commercial Sales
JOHN P. DOWLING, VP/Mgr. Government Sales
GEORGE FORSTER, VP/Mgr. Operations

EAST RUTHERFORD, NJ 07073 (P)
201-933-6400
300 Murray Hill Parkway
THOMAS MADDOCK, Vice President & Manager

Manchester Paper Supply Co. (I)
MANCHESTER, NH 03103
603-625-6419
34 Beech Street
RICHARD DUGAN, Manager

Case Paper Company (P)
23-30 Borden Avenue
LONG ISLAND CITY, NY 11101
718-361-9000
IRVING SCHAFFER, President
PETER SCHAFFER, Exec. Vice President
ROBIN SCHAFFER, Vice President
EUGENE GOLDBERG, Vice President
MURRAY RUBIN, Sales Manager

CHARLOTTE, NC 28208 (P)
704-394-2361
901 Exchange Street
MARSHALL GADDIS, Branch Manager

MIAMI, FL 33142 (P)
305-634-3430
5760 N.W. 36th Avenue
JAMES POROPATICH, Sales Manager

CHICAGO, IL 60609 (P)
312-927-4151
1050 West 40th Street
DAVID LINDER, Branch Manager

Caskey Paper Co. (D)
P.O. Box 789
VISALIA, CA 93291
209-734-9251
KEVIN J. CASKEY, President
SHELIA C. HOLDER, Vice President
MARY M. CASKEY, Treasurer

Caskie Paper Company (D)
P.O. Box 11589
LYNCHBURG, VA 24506
804-237-5905
WILLIAM E. HUNT, JR., President
EVANS C. ROSS, Vice President
C. HAROLD BURKS, Vice President

CHARLOTTE, NC 28231 (D)
704-372-2260
P.O. Box 31308
JIM MC DANIEL, Manager

GREENVILLE, SC 29602 (D)
803-232-5137
P.O. Box 2939
ROBERT E. INGRAM, Vice President, Manager

RICHMOND, VA 23230 (D)
P.O. Box 6586
RUSSELL H. CHAMBLISS, JR., Vice President, Manager

FAYETTEVILLE, NC 28306 (D)
919-323-2075
P.O. Box 64466
C. A. ADAMS, JR., Manager

COLUMBIA, SC 29202 (D)
803-771-4575
P.O. Box 8236
GARY K. HALEY, Manager

Cauthorne Paper Company, Inc. (D)
P.O. Box 2059
RICHMOND, VA 23216
804-232-6736
JOHN H. LEWIS, President
GEORGE W. MICHAEL, Executive Vice President
C. THOMAS ANDREWS, Vice President
JOE KENNEDY, Operations Manager
A. J. CHRISTIAN, Assistant Operations Manager

Central Atlantic Corp.
(see Virginia Packaging & Supply)

Central Florida Envelope
(see WWF Paper Corp.)

Central Paper Co. (D)
P.O. Box 2598
JACKSON, MS 39207
601-932-1363
JIMMY K. WALLACE, President & C.E.O.
CHARLES WEST, Senior Vice President
JOHNNY MC GUIRE, Sales Manager
CHARLES E. MORMAN, JR., Treasurer/Secretary

Central Paper Company (P)
765 McCarter Highway
NEWARK, NJ 07102
201-622-6377
ROBERT H. BERKOWITZ, President
DAVID H. BERKOWITZ, Exec. Vice President
DONALD A. BERKOWITZ, Exec. Vice President
JOSEPH L. ENGLANDER, Vice President
J. RUSSEL DAWSON, Sales Manager
ANNE SORNSTEIN, Vice President
ALLEN P. LEVICKY, Vice President
JOSEPH P. BOLAND, Operations Manager

TRENTON, NJ 08638 (P)
609-883-7500
1004 Whitehead Road Ext.
DAVID RELLES, President
JERROLD ADLER, Vice President
TERRY SHEEHY, Sales Manager

Marquardt & Co. (D)
NEW YORK, NY 10012
161 Avenue of Americas
VINCENT J. FERRARA, President

Central Paper Company, Inc. (I)
2524 First Street West
BIRMINGHAM, AL 35204
205-322-1851
ANTHONY P. ROSS, President
PAUL J. ROSS, Vice President
EVELYN W. THOMPSON, Vice President
JOSEPH SCHIFANO, Sales Manager
VICKI C. ROSS, Treasurer

Central Paper Products Co. (I)
P.O. Box 4480
MANCHESTER, NH 03108-4480
603-624-4064
FRED B. KFOURY, JR., President
EDMUND A. BEDNAROWSKI, Sales Manager
GORDON A. WATSON, Data Processing Manager
ROBERT N. DALZELL, Purchasing Manager

Central States Diversified (D)
9322 Manchester Road
ST. LOUIS, MO 63119
314-961-4300
J. RUSSELL FLOWERS, Chairman of the Board
HYMAN VELKOFF, Vice Chairman
RONALD S. PRINCE, President
CHARLES F. AEBEL, Executive Vice President
NORMAN J. THOMAS, Sr. Vice President

Central Wisconsin Paper Co. (D)
2900 N. Roemer Road
APPLETON, WI 54914-0997
715-842-2241
JAMES ECKER, Manager

WAUSAU, WI 54401 (D)
715-842-2241
1000 McDonald Street
P.O. Box 2006
B. E. DAVIS, JR., President
CHERYL DAVIS, Vice President
TOM STANKE, Office Manager
GEORGE E. MINZLOFF, Manager, Industrial Prod.

Woelz Paper Division
APPLETON, WI 54912
P.O. Box 997
414-733-5587

Century Paper Company, Inc. (P)
28 York Avenue
RANDOLPH, MA 02368
617-963-7000
RICHARD F. HALLORAN, President
JAMES P. HALLORAN, Treasurer and Exec. Vice President
ANDREW C. STOCKWELL, Vice President

Century Papers Inc. (D)
P.O. Box 1908
HOUSTON, TX 77001
713-877-1100
JULES MALTZ, Chairman
HERSCHEL MALTZ, President
JACK THOMAS, Chief Financial Officer
HARVEY GLANZROCK, Vice President
JOE GIARDINA, Vice President-Marketing
KEN BOURNE, Controller

AURORA, CO 80011 (D)
303-373-1450
14551 East Moncrief Place
FRED BUNEGAR, Manager

PHOENIX, AZ 85017 (D)
602-269-3772
3102 West Thomas Road #901
WILL GIBBONS, Area Marketing Mgr.

TUCSON, AZ 85703 (D)
602-624-8256
P.O. Box 5246
JOHN WOLFE, Sales Manager
DON PARSLOW, Operations Manager

HOUSTON, TX 77001 (D)
713-928-5171
P.O. Box 1908
HARVEY GLANZROCK, Area Manager
CHARLES PALMORE, Marketing Manager
JIM LANGE, Sales Manager
BOB MARTIN, Sales Manager

BEAUMONT, TX 77705 (D)
713-835-3419
3255 Executive Drive
LARRY MALTZ, Manager

CORPUS CHRISTI, TX 78469-4788 (D)
512-883-7231
P.O. Box 4788
CHARLES MALTZ, Sr. Vice President
SAM PRICE, Marketing Manager
BRAD ARNOLD, Sales Manager

DALLAS, TX 75234 (D)
214-241-3445
P.O. Box 34110
STAN KRUG, Manager
DON STAFFORD, Sales Manager
JIM GRANTGES, Sales Manager
JULIUS ALBONETTI, Ft. Worth Sales Mgr.
BROOKS LANING, Operations Manager

MCALLEN, TX 78502 (D)
512-686-6593
P.O. Box 1089
STAN GAFNER, Manager

SAN ANTONIO, TX 78219 (D)
512-225-2881
3203 Aniol Street
JERRY HARRINGTON, Marketing Manager
BILL THOMAS, Sales Manager
JOE GOODMAN, Area Operations Manager

EL PASO, TX 79935 (D)
915-592-7543
10901 Pellicano
JOHN WAYNE, Marketing Manager
BOB GROH, Operations Manager

AUSTIN, TX 78758 (D)
512-835-2424
10205 Metropolitan Drive
JERRY MALTZ, Marketing Manager

Cardinal Paper Company (I)
OKLAHOMA CITY, OK 73125
405-235-8441
P.O. Box 25187
R. W. WHITE, Chairman of the Board
JAMES JACKSON, President
JIM LACKEY, Vice President, Marketing
JACK KIMBERLIN, Sales Manager

ALBUQUERQUE, NM 87125 (I)
505-247-0192
1311 12th St. NW
JOHN MESSERLI, Manager

JACKSON, MS 39203 (I)
601-353-3466
639 N. Monroe
BARRY PARKER, Manager

SAN ANTONIO, TX 78204 (I)
512-224-5009
P.O. Box 9202 Guilbeau Station
M. BARDENA, Manager

Paper Products Co. (D)
MEMPHIS, TN 38122
1310 Farmville Rd.
901-323-7615
P.O. Box 22248, Highland Station
RICHARD J. EISEMAN, JR., General Manager
MAURICE BUCHALTER, Sales Manager

Mississippi Paper Co
TUPELO, MS 38801
601-842-8184
Enterprise Dr.
WALTER S. SCOTT, Jr. Division Manager

Charleston Paper Co.
(see Affiliated Paper Companies)

Charlotte Paper Co.
(see Affiliated Paper Companies)

Chattanooga Paper & Woodenware (I)
P.O. Box 1567
CHATTANOOGA, TN 37401
615-266-2155
WILLIAM M. TAFF, President
THOMAS A. TURNER, Vice President
JAMES M. BEAVER, Sales Manager

DALTON, GA 30720 (I)
404-266-3179
1602 Beverly Drive
JIM COOK, Account Manager

ROME, GA 30161 (I)
404-232-5268
13 Pine Bark Drive
RALPH JOHNSON, Account Manager

WINCHESTER, TN 37398 (I)
615-967-1383
Rt. 4 Box 56
H. B. NORRIS, Account Manager

Chope-Stevens Paper Co.
(see Paper Corp. of America)

H. Christensen & Sons A/S (D)
Literbuen 6-10
Dk 2740
SKOVLUNDE, DENMARK
KRISTIAN V. MADSEN, Managing Director

Chudy Paper Co. (I)
930 Bailey Avenue
BUFFALO, NY 14206
716-825-1935
MAX R. CHUDY, JR., President
NORBERT RATAJCZYK, Vice President

BUFFALO, NY 14240 (I)

C

716-895-9398
205 Lombard Street

Buffalo Paper & Twine Co. (I)
BUFFALO, NY 14240
716-825-2322
930 Bailey Avenue

Rochester Paper Co. (I)
ROCHESTER, NY 14624
716-328-8000
1320 Buffalo Road
MAY R. CHUDY, Chairman of the Board
NORBERT RATAJCZYK, President

Cincinnati Cordage & Paper Co. (The) (D)

P.O. Box 17125
CINCINNATI, OH 45217
513-242-3600
JOHN F. CHURCH, JR., President
RICHARD G. EVANS, JR., Executive Vice President
JOHN A. MC MINN, Sr. Vice President-Adminis.
RAYMOND E. WEAVER, Vice President
PAUL J. RUFFING, Assistant Treasurer
JAMES L. ZIMMERMAN, Vice President
DOROTHY R. SCHERPENBERG, Controller

Cordage Papers-Cincinnati (D)
CINCINNATI, OH 45217
513-242-3600
P.O. Box 17125
PAUL B. STUEVE, Sales Manager
LAWRENCE H. GRAY, General Manager

Cordage Papers-Columbus (D)
COLUMBUS, OH 43214
614-436-0130
P.O. Box 14464
J. FRANZ HARRIS, General Manager

Cordage Papers-Dayton (D)
DAYTON, OH 45404
513-233-9050
P.O. Box 196
66 Janney Road
JAMES L. ZIMMERMAN, General Manager

Cordage Papers-Huntington (D)
ONA, WV 25545
304-733-2047
P.O. Box 246
DANIEL G. JOHNSON, General Manager

Cordage Papers-Indianapolis (D)
INDIANAPOLIS, IN 46222
317-639-6441
151 S. Neal Avenue
WILLIAM E. LAYNE, General Manager
RALPH H. WILSON, Sales Manager

Cordage Papers-Knoxville (D)
KNOXVILLE, TN 37927-3130
615-524-1681
1206 Willow Avenue
P.O. Box 3130
THOMAS E. COLSON, General Manager

Cordage Papers-Nashville (D)
NASHVILLE, TN 37204
615-259-2600
2919 Sidco Drive
JOHN P. REDLIN, General Manager
RICHARD H. PHILPOT, Assistant Manager

Brewer-Chilcote Paper Co. (D)
CLEVELAND, OH 44113
216-696-1231
1231 Main Avenue
RAYMOND E. WEAVER, President & Gen. Manager
DENNIS G. WEAVER, Vice President-Marketing

Cordage Packaging (I)
DAYTON, OH 45404
513-233-2211
66 Janney Road
MYRON J. RHEAUME, General Manager

General Paper Co. (D)
PITTSBURGH, PA 15230
412-771-3515
P.O. Box 12
D. JEFFREY KIRCHMER, General Manager

CIP Daxion Inc. (D)

1980 Eglinton Avenue East
SCARBOROUGH, ONTARIO
M1I 2M6, CANADA
416-755-2281
G. V. SCOTT, Branch Manager
M. A. LAVECK, Branch Manager

DARTMOUTH, NOVA SCOTIA B3B 1P9 (D)
902-463-0991
10 Vidito Drive
M. A. LAVECK, Branch Manager
M. F. MC GRATH, Operations Manager

DIEPPE, N.B. E1A 5V8 (D)
506-855-2131
714 Malenfant Blvd.
Dieppe Industrial Park
M. A. LAVECK, Branch Manager
M. F. MC GRATH, Branch Manager

ST. FOY, QUEBEC G1P 3S4 (D)
418-658-0447
2800 Dalton Street
P. L. VEZINA, Branch Manager
J. PLAMONDON, Manager Sales/Operation

WINNIPEG, MANITOBA R0H 0E9 (D)
204-774-2591
1760 Wellington Avenue
G. HOLOWKO, Sales Manager
E. CHMELNICKI, Sales Manager

EDMONTON, ALBERTA T5M 3X6 (D)
403-451-6655
16824-114th Avenue
M. MAYER, Branch Manager
J. MEAKIN, Sales Manager
P. BUTLER, Sales Manager

THUNDER BAY, ONTARIO P7B 5N2 (D)
807-622-5375
3-1112 Russell Street
J. FORSHAW, Sales Manager

NETHBRIDGE, ALBERTA T1H 5G5 (D)
403-327-5731
803 30 St. N/Bay #1 Richfield Ctr.
J. ELDER, Sales Manager

RICHMOND, BRITISH COLUMBIA V7C 4N3 (D)
604-278-7726
5440 Hollybridge Way
A. B. MURDOCH, Branch Manager
B. SMITH, Sales Manager
W. A. HARDER, Sales Manager
J. B. BECK, Sales Manager
A. J. WEATHERHEAD, Sales & Operations Manager

OTTAWA, ONTARIO K1B 3V7 (D)
613-745-7019
2574 Sheffield Road
J. BARR, Branch Manager
M. MEREWEATHER, Sales Manager

SCARBOROUGH, ONTARIO M1L 2M6 (D)
416-755-2281
1980 Eglinton Avenue East
G. A. SCOTT, Branch Manager
S. A. ROUSELL, Sales Manager
G. CHARRON, Sales Manager

LONDON, ONTARIO N5V 1Z5 (D)
519-452-1500
531 First Street
G. V. SCOTT, Branch Manager
J. M. VELLA, Sales Manager & Operations

City Paper Co. (I)

P.O. Box 1966
BIRMINGHAM, AL 35201
205-328-2626
PAUL FRIEDMAN, SR., President
PAUL FRIEDMAN, JR., Vice President
MARK FRIEDMAN, Vice President
DAVID LUCAS, General Manager

City Supply & Paper Co., Inc.

(see Eastern Bag & Paper Co., Inc.)

City Supply Co. Inc. (I)

P.O. Box 816
PLEASANTVILLE, NJ 08232
609-645-3600
DAVID LEAVY, President
ROBERT LEAVY, Treasurer

PLEASANTVILLE, NJ 08232
845 W. Delilah Rd.
Box 816
609-645-3600

Clampitt Paper Co. (P)

9207 Ambassador Row
DALLAS, TX 75247
214-638-3300
MAXWELL CLAMPITT, Chairman of the Board
HENRY G. PHILLIPS, President
G. WINKLER, Vice President
RON HAYGOOD, Sales Manager
RICHARD CLAMPITT, Sales Manager
DON CLAMPITT, Sales Manager

HOUSTON TX 77041 (P)
713-225-2221
4707 Blalock
JOE SULLIVAN, Vice President
JERRY BOSTIK, Sales Manager

FORT WORTH, TX 76106 (P)
817-332-9247
2101 Franklin Drive
STEVE ROMAINE, Vice President
BRUCE PEDEN, Sales Manager

SAN ANTONIO, TX 78219 (P)
512-226-1321
3455 Steen Dr.
LARRY NIEHUS, Vice President

AUSTIN, TX 78744 (P)
512-444-7411
3713 Drossett Drive
WAYNE BASDEN, Vice President
MARK VELTRI, Sales Manager

Clarke Paper Co. (D)

36th & McColloch Street
P.O. Box 6789
WHEELING, WV 26003
304-232-3470
S. BRUCE CLARKE, President
JOHN M. KIDD, Vice President
M. KLEMM, Treasurer

PARKERSBURG, WV 26101 (D)
304-485-3836
1116 Garfield Avenue

The Paper Shack I (D)
WHEELING, WV 26003
304-232-5571
39th & Wood Sts.

The Paper Shack II (D)
PARKERSBURG, WV 26101
304-424-6020
1115 Garfield Avenue

Classic Packaging Co. (I)

1-2280 Tyner Street
PORT COQUITLAM, BC
V3C 2Z1 CANADA
604-941-8607
B. W. PALMER, President
W. B. PALMER, Sales Manager

Classen-Papertonics Corp. (D)

5501 L.B.J. Freeway, Ste. 1001
DALLAS, TX 75240
214-490-5128
THURSTON PRUTZ, General Manager

Cleveland Paper Company (P)

1614 East 40 Street
CLEVELAND, OH 44103
216-881-0880
ROBERT K. HULL, Chairman & Chief Exec. Officer
DONALD S. MESSENGER, President
TOM PERCHAN, Vice President
KURT KORFHAGE, Sales Manager
ARZIE MOORE, Controller

Clifford-Gould & Wade Paper Corp.
(see Gould Paper Corp.)

Clifford-Gould Paper Corp.
(see Gould Paper Corp.)

Clinton Envelope And Paper (D)
310 North 11th Street
PHILADELPHIA, PA 19107
215-923-3636
ROBERT L. HELD, Vice President
ROBERT C. DONNER, Treasurer

Coast Paper (P)
850 West Kent Avenue
VANCOUVER, BC
V6P 3G1, CANADA
604-321-8511
DONALD G. GARNETT, Chairman
BRUCE M. BRYDON, President
DONALD KYLLO, Vice President/Sales

MISSISSAUGA, ONTARIO L4W 2S3 (P)
416-238-1177
5145 Timberlea Blvd.
ALEX SMITH, Manager

CALGARY, ALBERTA T1Y 5T3 (P)
403-291-1030
2820 37th Avenue N.E.
BRIAN ARGUE, Manager

EDMONTON, ALBERTA T5S 1J7 (P)
403-452-1275
11670-170 Street
FRED KAMER, Manager

SASKATOON, SASKATCHEWAN
S7K 5Z7 (P)
306-931-6600
807 60th Street East
TED HUMPHREYS, Manager

Cole Papers, Inc. (Fargo Paper) (D)
P.O. Box 2967
FARGO, ND 58108
701-282-5311
PRENTISS H. COLE, President
CHARLES PERKINS, Vice President & Treas.
JAMES P. CRITELLI, Vice President
GERARD DOMPKE, Manager Printing Papers
GREG A. HANSON, Manager Sanitary & School Sup.
LLOYD L. ANDERSON, Comptroller
KENNETH D. DAHL, Credit Manager
CHARLES R. UDART, Manager Info. Processing Spls.

ABERDEEN, SD 57401 (D)
605-226-1118
9 N Main Street
MELVIN GRAMS, Branch Manager

BISMARCK, ND 58501 (D)
701-223-1147
100 Third Street
MICHAEL T. MCCLENNING, Branch Manager

GRAND FORKS, ND 58201 (D)
701-775-6641
201 N. 8th Street
RONALD F. BUSHY, Branch Manager

MINOT, ND 58701 (D)
701-852-4184
1608 20th Avenue S.E.
WILLIAM B. DEMARS, Branch Manager

SIOUX FALLS, SD 57104 (D)
605-335-7123
712 E. 50th St. N.
SID DVORACEK, Branch Manager

Coleman Paper Company
(see Heritage Paper Company, Inc.)

Colonial Paper Co. (I)
P.O. Drawer 2646
OCALA, FL 32678
904-622-4171
WILLIAM H. TUCK, SR., President
WILLIAM H. TUCK, JR., Vice President
DAVID A. TUCK, Vice President
GAIL B. TUCK, Treasurer

D/B/A/ Hudson Distributing (I)
PALATKA, FL 32078-0426
904-325-2078
P.O. Box 426
WILLIAM H. TUCK, SR., President
RICHARD BORN, General Manager

Colony Papers, Inc. (D)
204 S. Summer St.
YORK, PA 17404
717-854-9577
NORMAN M. CALLAHAN, Chairman of the Board
FREDERICK B. CALLAHAN, President
NORMAN L. MUMMERT, Vice President-Operations
WILLIAM N. KOCHENOUR, Treasurer
THOMAS S. CORSE, Manager-Fine Papers
RICHARD J. MANNING, Manager-Industrial Papers

Columbia Paper Co.
(see Affiliated Paper Companies)

Combined Packaging, Inc.
(see Reliable Paper Co.)

Commerce Paper Company (P)
15 South Ontario Street
TOLEDO, OH 43602
419-241-9101
S. DEAN ROBERTS, President
CRAIG DEAN ROBERTS, Vice President
JEFFREY M. ROBERTS, Treasurer

Commonwealth Packaging Co. (I)
5490 Linglestown Rd.
HARRISBURG, PA 17112
717-657-3113
JAY MAISEL, President

PITTSBURGH, PA 15217 (I)
412-422-6387
6441 Monitor St.
MARK MAISEL, Vice President

PHILADELPHIA, PA 19146 (I)
215-732-9030
1700 Naudain St.
STEVEN MAISEL, Vice President

Communication Paper Corp. (P)
1845 New Highway
FARMINGDALE, NY 11735
516-293-0505
STEVEN E. OBLETZ, President
KENNETH OBLETZ, Vice President
RICHARD OBLETZ, Vice President

Conejo Container & Shipping Room Supplies (I)
5308 Derry Ave. Suite B
AGOURA HILLS, CA 91301
818-889-1770
FRANK L. WIENER, President
PHILIP WIENER, Vice President

Congress Paper Corp. (P)
110 East 149 Street
BRONX, NY 10451
212-665-5000
203-357-1520
RALPH KATZ, President
HOWARD KATZ, Vice President
JUDITH K. GORDON, Treasurer

Conifer Paper Products, Inc. (I)
4911 Central Ave.
P.O. Box 4057
RICHMOND, CA 94804-0057
415-527-8222
LAWRENCE D. FOX, Chief Executive Officer
WILLIS E. FIELDS, Chief Financial Officer
JAMES W. BROUGHER, Vice President Sales
ROBERT E. SPELLMAN, Vice President Marketing

FRESNO, CA 93725
4668 E. Drummond Ave.
ROBERT MANGASARIAN, Branch Manager

M. Conley Co. (I)
P.O. Box 270
CANTON, OH 44701
216-456-8243
RICHARD D. CONLEY, President
RICHARD M. CONLEY, Chairman of the Board
DAVID CONLEY, Vice President
MICHAEL CONLEY, Vice President
JAMES DERSHAW, Controller

Consolidated Packaging, Inc.
(see Bunzl Corp.)

Consumers Paper & Supply Corp. (D)
P.O. Box 746
NORWICH, CT 06360-0746
203-889-8481
KENNETH FISCHBURG, President
JOHN TWOMEY, Vice President
ED BAIRD, Sales Manager

Copco Envelope Manufacturing Co.
(see Paper Corp. of America)

Copco Papers Inc.
(see Paper Corp. of America)

Copco Tape & Label Div.
(see Paper Corp. of America)

Coral Paper Corporation (I)
3500 NW. 125 Street
MIAMI, FL 33167
305-685-5954
JOHN PEREZ, President
PEDRO RAMIREX, Vice President
ROBERTA PEREZ, Vice President/Sales

Cordage Packaging
(see Cordage Papers)

Cottingham Paper Co. (I)
P.O. Box 622
COLUMBUS, OH 43216
614-294-6444
R. S. COTTINGHAM, President
C. L. COTTINGHAM, Vice President, Treasurer
RONALD E. ROOT, Vice President Marketing
CAROL M. SHAW, Controller
SHEILA R. COTTINGHAM, Administration/Manager

Crent Co. (I)
627 Brunken Ave. Suite A
SALINAS, CA 93901
408-757-8511
CHARLES H. CURLEY, President
JONATHAN B. PERDUE, V.P. Operations
HARLAN BARRY, Controller
LEE E. CROUCH, General Sales

C

Manager
TERRY LOFGREN, Area Manager-Retail Packaging

Crescent Paper Co.
(see Distribix, Inc.)

Crest Paper Products (I)
457 Mulberry Street
TRENTON, NJ 08638
609-394-5357
PAUL F. DI MANNO, President
FRANCIS P. DI MANNO, Vice President/Treasurer
CHARLES B. PENNYPACKER, Sales Manager
ROBERT E. LEE, Warehouse Manager

Crestwood Paper Co.
(see William Paper Company, Inc.)

Cross Siclare New York, Inc. (P)
P.O. Box 301
STATEN ISLAND, NY 10303
718-442-8900
CLEMENTE SICLARE, Chairman of the Board
CROSS C. SICLARE, President
ROCCO SICLARE, Vice President/Treasurer
JOSEPH SICLARE, Vice President/Secretary
JOHN PETER SICLARE, SR., Vice President
CROSS R. SICLARE, First Vice President
CROSS J. SICLARE, Vice President Operation
JOSEPH F. MORRISON, Vice President Marketing

Crown Paper (D)
1675 West 4th Avenue
VANCOUVER, B.C.
V6J 1L8 CANADA
604-668-4040
D. C. COOK, Vice President
G. C. DIXON, Manager, Printing Papers
M. C. SHEIN, Manager, Sales & Marketing
KENT CURLEY, Manager, Industrial Marketing
R. F. BELLEFLEUR, Mgr., Finance & Administration

EDMONTON, ALBERTA T5V 1J9 (D)
403-452-2520
16408-121A Avenue
J. A. Burwash, Manager

CALGARY, ALBERTA T2M 4M6 (D)
403-250-5416
Postal Station B, P.O. Box 5001
W. E. STRAND, Manager

REGINA, SASKATCHEWAN
S4N 4ZB (D)
306-569-9011
607 East 4th Avenue
BRANT GYUG, Manager

SASKATOON, SASKATCHEWAN
S7K 3N1 (D)
306-931-8004
601 45th Street, East
A. J. LADOUCEUR, Manager

WINNIPEG, MANITOBA R3G 0E9 (D)
204-775-4491
1320 Ellice Avenue
R. J. KLOSCHINSKY, Manager

MISSISSAUGA, ONTARIO L4W 1P2 (D)
416-624-3588
5400 Tomkin Road
N. E. POLLARD, Manager

NEW WESTMINSTER, B.C. V3L 5A9 (D)
604-528-0848
P.O. Box 2500
W. R. MILLER, Manager

SAANICHTON, B.C. V0S 1M0 (D)
604-652-3931
P.O. Box 70
S. B. SANDS, Manager

PRINCE GEORGE, B.C. V2N 2K8 (D)
604-563-0348
1021 Eastern Street
G. H. KEEBLE, Manager

THUNDER BAY, ONTARIO P7B 6E2 (D)
807-345-3282
Box 3555 Postal Sta. "P"
B. K. GESKE, Manager

Crown Products Co. (I)
450 Nepperhan Avenue
YONKERS, NY 10701
914-968-2222
MARSHALL KLEIN, President
SAM H. KLEIN, Vice President
JOE BRUNO, General Manager
ELIAS MAKSOUD, Controller

Crown Supply Company
(see CDA Distributors)

Crown Zellerbach-Fine Papers Division
6210 Dividend St.
LITTLE ROCK, AR 72219
501-562-2448
B. E. PRIEST, Branch Manager

D and W Paper Co. Inc. (P)
P.O. Box 26458
NEW ORLEANS, LA 70186
504-245-1411
HUEY E. MC DOWELL, President
EDWARD L. YOKUM, Vice President
THOMAS J. RUSSO, Vice President
KENNETH A. MUMFORD, Vice President
CAROLYN R. MC DOWELL, Treasurer

D/B/A Hudson Distributing
(see Colonial Paper Co.)

DRG Paper & Board (P)
Nash Mills, Hemel Hempstead
HERTS HP3 9XF, ENGLAND
WATFORD 51331
I. G. MONRO

Dacotah Paper Co. (I)
P.O. Box 2727
FARGO, ND 58108
701-235-4483
F. W. MOHR, JR., Chairman of the Board
FRED W. MOHR, III, President, General Manager
OSCAR K. SANDVIK, Vice President
GARY M. PETERSON, Controller
MATTHEW D. MOHR, Operation Manager

Danvers Paper Co., Inc. (I)
16 Riverside Avenue
DANVERS, MA 01923
617-777-0020
LEO C. THIBEAULT, JR., President and Treasurer
WILLIAM JOYCE, Sales Manager

Darragh Paper Co. (D)
1000 McKee Ave.
MC KEES ROCKS, PA 15136
412-771-1855
R. A. DARRAGH, President
WILLIAM R. DARRAGH, Vice President & Secretary
RICHARD D. LUND, Manager-Printing Papers
R. G. DARRAGH, Sales Manager

Decatur Paper Co.
(see Distribix, Inc.)

Dees Paper Company, Inc. (I)
P.O. Box 160245
MOBILE, AL 36616
205-432-1784
A. LAMONT DEES, President
LAMONT H. DEES, Vice President Operations
MARSLY DEES, Treasurer
BILL JOHNSON, General Manager
MELDA NAPPIER, Controller
RANDY NIBLETT, Packaging Sales Mgr.
CHARLES SAVAGE, Machine Service Mgr.

Deltapaper Corporation (I)
4272 Wissahickon Avenue
PHILADELPHIA, PA 19129
215-226-6700
WILLIAM BREGMAN, President
BARRY SCHWARTZ, Vice President Operations
ARNOLD J. MARINELLI, General Sales Manager
RAY HARRIS, Manager Operations
MARGARET DEMAURO, Controller

ORLANDO, FL 32824 (I)
305-859-5900
11442 E. Intermodel Way
WILLIAM BREGMAN, President
GLENNA KEEFER, General Manager

Diamond Paper Company, Ltd. (I)
P.O. Box 30217
NEW ORLEANS, LA 70190
504-525-5296
CHARLES H. KURZWEG, JR., President
ADOLPH C. BILLET, Treasurer
CLARENCE J. BLANCHARD, Vice President
JOHN BURAS, Vice President

Diamond Paper Corporation (P)
P.O. Box 7000
STERLING, VA 22170
703-573-9500
ALISON D. K. DIAMOND, President
LISA A. DEVLIN, Executive Vice President
PAUL DIAMOND, Vice President
PAULA F. KERXTON, Treasurer
ROLAND C. DOWNEY, Manager of Distribution

Dillard Converting
(see Dillage Paper Co.)

Dillard Packaging Systems
(see Dillard Paper Co.)

Dillard Paper Co. (D)
P.O. Box 21767
GREENSBORO, NC 27420-1767
919-299-1211
JOHN H. DILLARD, President
FRANK A. SHARPE, JR., Vice President
G. HENRY JOBE, JR., Vice President
GEORGE R. BRUMBACK, Vice President & Treasurer
THOMAS RUFFIN, JR., Vice President
ANDREW H. PEATROSS, General Sales Manager
NEWELL E. HOLT, Field Sales Manager
RONALD E. MECHLING, Dir. Marketing

SALISBURY, MD 21801-2537 (D)
301-546-1277
P.O. Box 2537
F. MARSHALL BROWN, Vice President & General Mgr.

ATLANTA, GA 30362-7648 (D)
404-449-6400
50 Best Friend Road
ROBERT L. MC KEE III, Vice President & General Mgr.

AUGUSTA, GA 30903-2099 (D)
404-793-2881
P.O. Box 1330
THOMAS ROSE, Vice President & GM

ROME, GA 30163-1601 (D)
404-295-5611
P.O. Box 1197
STEVE BROUGHMAN, Vice President & GM

BIRMINGHAM, AL 35202-1367 (D)
205-798-8380
P.O. 11367
ROLAND WEBB, Vice President & GM

BRISTOL, VA 24203-0069 (D)
703-669-8174
P.O. Box 69
DONALD L. HALE, Vice President & GM

CHARLOTTE, NC 28266-8966 (D)
704-392-6131
P.O. Box 668966
R. FREDERICK GREEN, Vice President & General Mgr.

COLUMBIA, SC 29202-1489 (D)
803-799-8770
P.O. Box 1489
V. O. ROBERTSON, Vice President & GM

GREENVILLE, SC 29602-2067 (D)
803-269-2310
P.O. Box 2067
ELDON BULLINGTON, Vice President & GM

KNOXVILLE, TN 37950-0008 (D)
615-584-5741
P.O. Box 50008
A. E. RUSSELL, Vice President & GM

MACON, GA 31208-4407 (D)
912-746-8501
P.O. Box 4407
MICHAEL W. HILDEBRAND, Vice President & GM

RALEIGH, NC 27606-0354 (D)
919-838-0501
P.O. Box 33358
GEORGE R. BRYANT, JR., Vice President & GM

RICHMOND, VA 23234-0748 (D)
804-232-7831
P.O. Box 34748
D. M. BOWER, Vice President & GM

ROANOKE, VA 24003-3406 (D)
703-343-5551
P.O. Box 13406
D. A. PEOPLES, Vice President & GM

WILMINGTON, NC 28402-1558 (D)
919-791-4606
P.O. Box 1558
JAMES E. LOTTS, Vice President

WINSTON-SALEM, NC 27114-4668 (D)
919-768-4900
P.O. Box 24668
R. M. TENNILLE III, Vice President & GM

NORFOLK, VA 23509-0254 (D)
804-857-0161
P.O. Box 7254
GEOFFRY A. CLARK, Vice President & GM

LYNCHBURG, VA 24506 (D)
804-385-6670
P.O. Box 10746
RALPH NESBIT, JR., Vice President & GM

Dillard Packaging Systems (D)
GREENSBORO, NC 27419-8908
919-855-0425
P.O. Box 18908 GFS
P. LEE MARTIN, JR., Vice President & GM

Dillard Paper-Charleston (D)
CHARLESTON, SC 29410
803-552-1030
P.O. Box 90579
RANDOLPH L. BUNTON, Vice President & GM

Dillard Converting Co. (D)
GREENSBORO, NC 27419
919-299-1212
3900 Spring Garden St.
GREG MILLER, Vice President & GM

Direct Packaging Inc. (I)

P.O. Box 415
HEWLETT, NY 11557
516-295-3657
LASKER HARRIS, President

Distribix, Inc. (D)

Drawer AB
FLORISSANT, MO 63031
314-921-7070
HAL A. KROGER, President
WILLIAM T. LEITH, Executive Vice President
FOSTER H. BALLARD, Treasurer
KLAUS J. LINKE, Asst. Treasurer
THOMAS C. RANSONE, Marketing Mgr.

Crescent Paper Co. (D)
INDIANAPOLIS, IN 46221
317-635-3491
1940 West Oliver St.
EUGENE F. BEAR, President
CHUCK DICKEY, Industrial Sales Manager

Crescent Paper Co. (I)
CHAMPAIGN, IL 61820
217-352-1602
2708 North Mattis St.
DON RUSSELL, Sales Manager

Decatur Paper Co. (D)
DECATUR, IL 62526
217-877-9330
815 E. Kenwood Avenue
JAMES A. BERNHARDT, President

Roach Paper Company (P)
MEMPHIS, TN 38118
901-363-4040
4021 Delp Street
H. ALLEN HEWITT, President
WALTER S. QUEEN, Vice President
FRED A. SCHONERT, Executive VP

Roach Paper Company (D)
LITTLE ROCK, AR 72203
501-374-5507
P.O. Box 1029
EARL W. HATCH, President
CHRIS STRASSBURGER, Vice President

Louisville/Southeastern Paper (D)
LOUISVILLE, KY 40233
502-637-2511
P.O. Box 37190
WAYNE R. RUDLOFF, President
CHARLIE NALLEY, Executive Vice President

Tobey Peoria Paper (D)
PEORIA, IL 61652
309-685-6231
P.O. Box 5186
ROBERT E. COKER, President
JAMES G. WILLIAMS, Exec. VP
THOMAS L. MAST, Vice President

Tobey Fine Papers (P)
ST. LOUIS, MO 63110
314-652-4800
1424 Talmage Avenue
WALTER A. SEEGER, JR., President
NORMAN J. MEDER, Vice President

Tobey Fine Papers (P)
NORTH KANSAS CITY, MO 64116
816-842-9110
200 East 16th Avenue
GENE R. SMITH, President
SIDNEY HOCK, Executive Vice President

Irwin Paper Co. (D)
QUINCY, IL 62301
217-223-4300
13B Commercial Drive
RICHARD SEIFERT, Executive V.P. & General Mgr.
RONALD P. CUDNEY, President

Dixon Paper Center (see Dixon Paper Company)

Dixon Paper Co. (D)

410 Raritan Way
T.A. Box 5285
DENVER, CO 80217
303-595-9944
WILLIAM L. DONAHUE, Chief Exec. Officer, Chairman, President
MARSHALL TUCKER, Vice President/CFO
RICHARD ENGLE, Vice President/COO
THOMAS E. COSTELLO, Vice President Marketing
DENNIS L. CROSS, Mktg. Mgr./Printing Paper Graph.
DONALD PALADINO, Mktg. Mgr/Industrial Products
TIM RODMAN, Sales Manager, National Account

DENVER, CO. 80217 (D)
303-371-7510
3900 Lima Street
P.O. Box 5286 T.A.
J. DAVID LANDES, General Manager/Colorado Grp. M

PUEBLO, CO 81002 (D)
303-544-2351
800 West 2nd
P.O. Box 1428
CARL HAGANS, Operations Manager

GRAND JUNCTION, CO 81502 (D)
303-242-5135
P.O. Box 1119
1423 Fourth Avenue
RICHARD PARRISH, General Manager

BILLINGS, MT 59104 (D)
406-252-2103
P.O. Box 21195
1495 Monad Road
GARY L. ROBBEN, General Manager

COLORADO SPRINGS, CO 80933 (D)
303-598-5820
P.O. Box 7950
680 Garden of Gods Roads
RICHARD D. HENLEY, General Manager

ALBUQUERQUE, NM 87125 (D)
505-345-7841
P.O. Box 26629
One Claremont, N.W.
RUDY DIAZ, General Manager

SALT LAKE CITY, UT 84130 (D)
801-972-2661
1987 South 3700 West
P.O. Box 30000
LARRY STILLMAN, N.W. Group Vice President

SPARKS, NV 87125 (D)
702-331-1941
P.O. Box 20909
1300 East Glendale
DOUGLAS A. HAMM, General Manager

PHOENIX, AZ 85061 (D)
602-269-5711
P.O. Box 27050
3120 West Thomas Rd.
GREGORY S. DONAHUE, General Manager

AMARILLO, TX 79105 (D)
806-372-8541
P.O. Box 15410
2801 South Pierce
JIM MC LAUGHLIN, General Manager

EL PASO, TX 79926 (D)
915-779-2240
P.O. Box 26608
6839 Market Avenue
BOB G. BARNES, General Manager

LUBBOCK, TX 79408 (D)
806-747-4616
P.O. Box 2609
4402 Locust Avenue
RALPH WEINRICH, General Manager

BOISE, ID 93707 (D)
208-385-3110
P.O. Box 7665
432 Steelhead Way
MAURICE SMITH, General Manager

Domtar Fine Paper Merchants (D)

395 de Maisonneuve Blvd. W
MONTREAL, QUEBEC
H3A 1L6, CANADA
514-848-5523

D

D. A. LEIGH, Vice President
T. H. LLOYD, Manager of Administration
R. K. ENGLISH, Manager
I. P. VAGHELY, Marketing Manager
G. AMATO, Merchandising Manager

Buntin Reid Paper (P)
MISSISSAUGA, ONTARIO
L5T 1K5
416-678-1351
1330 Courtney Park Drive
D. E. MOORHEAD, General Manager

LONDON, ONTARIO N6E 1Z7 (P)
519-686-7551
160 Newbold Court
C. L. BOWEN, Branch Manager

OTTAWA, ONTARIO K1B 4S4 (P)
613-731-8410
2730 Lancaster Road
K. S. LEACH, Branch Manager

Halls-Canada Paper (P)
TORONTO, ONTARIO
M4B 3G5
416-751-6212
46 Hollinger Rd.
D. E. TREVELYAN, General Manager

Buntin Gillies (P)
HAMILTON, ONTARIO
L8N 3E2
416-522-1331
560 Ferguson Avenue N.
WILLIAM J. HARDY, General Manager
REG J. STEVENS, Sales Manager
GARY P. HALCROW, Operations Manager

Federal Paper
LaSALLE, QUEBEC
H8R 2T9
514-366-7650
900 Upton Street
LARRY GARDNER, General Manager

Donill Die Cutting
(see Stanley Paper Company, Inc.)

Dowd Company (I)
P.O. Box 4004
WOBURN, MA 01888
617-935-8920
FRANK J. VIEGAS, President
DANIEL F. SULLIVAN, Vice President Finance
DONALD R. FAY, Senior Vice President
PETER W. TOMASINI, Vice President Sales

Symons Paper Co.
GARDNER, MA 01440
617-632-1080
25 Kraft Street
R. J. MC LAUGHLIN, President & General Manager

Dralle Paper Co., Inc. (I)
N29 W22798 Marjean Lane
WAUKESHA, WI 53186
414-544-6475
HERBERT L. DRALLE, President
LAMBERT R. DRALLE, Vice President
ROBERT W. DRALLE, Manager

Dubin Paper Company (I)
P.O. Box 924
PHILADELPHIA, PA 19105
215-462-7900
BURTON A. DUBIN, President
NORMAN B. HOCKMAN, Vice President

Dudley Paper Co.
(see Paper Corp. of America)

Duluth Paper & Specialties Co. (D)
Box 16045
DULUTH, MN 55816-0045
218-628-2873
R. FRED ROUSE, Vice President/General Mgr.
VIETTE ROUSE, President
EDWARD GOULD III, Vice President

Duplicating Papers, Inc.
(see Willman Paper Company, Inc.)

EMSCO Industries, Inc. (I)
617 East 7th
SIOUX FALLS*, SD 57102
605-336-0724
WALT MARZINKE, President
JOHN EWING, Vice President
ROBERT NITZCHKE, General Manager

RAPID CITY, SD 57701 (I)
1201 Turbing Drive
JOHN SIMONSON, Branch Manager

EPA Papiergrosshandel GmbH (D)
Ottostrasse 4
Postfach 2349
7500 Karlsruhe 1 GERMANY
(0721) 4099-0
GUNTER CALMBACH, President-Owner
IMMO SICHARDT, Executive Vice President

EPC Distributors Inc. (I)
208-22 Jamaica Avenue
QUEENS VILLAGE, NY 11428
718-776-6000
HAROLD KARMIN, President
ROBERT MENDELSOHN, Vice President
ERIC WEISS, Vice President
NORMAN WELEDNIGER, Treasurer
LEE POTEMKIN, Sales Manager
DAVID HANSEN, Warehouse Manager
JEFF STONE, Export Manager
ENID ROSENBLOOM, Showroom Manager
RANDY BROWN, Night Manager
SHARON MENDELSOHN, General Manager
TYRONE WILLIAMS, Warehouse Manager

Eagle Paper Co. (P)
2961-69 B Street, Indiana Ave.
PHILADELPHIA, PA 19134
215-634-4930
MARY ANN SPERA, President
RAYMOND SPERA, Secretary-Treasurer

M. J. Earl, Inc. (I)
P.O. Box 13427
READING, PA 19612
215-375-8455
GARY W. SEYFERT, President
HARRY COHEN, General Manager
ROBERT DELEHANTY, Sales Manager

Eastern Bag & Paper Co., Inc. (I)
459 Iranistan Avenue
BRIDGEPORT, CT 06604
203-334-4111
LOUISE A. BAUM, President
MEREDITH B. RUEBEN, Vice President
JAMES SUGARMAN, General Manager/Vice President
JOSEPH COSTELLO, Sales Manager
ROBERT PETERSEN, Sales Manager
ANDREW POLASHEK, Sales Manager

City Supply & Paper Co. (I)
HARTFORD, CT 06210
203-245-5891
3080 Main Street
LOUISE A. BAUM, President, Treasurer
MEREDITH B. REUBEN, Vice President
ANDREW POLESHEK, Branch Manager
WILLIAM MORTON, Operations Manager

Eastern Paper Co., The (I)
P.O. Box 92
HARTFORD, CT 06141
203-249-6579
ROBERT RENERT, Chairman
JEFFREY C. RENERT, President
RICHARD RENERT, Vice President
MUKESH M. DESAI, Controller

Eastern Paper Of New England (I)
P.O. Box 10755
STAMFORD, CT 06904
203-323-5747
JEFFREY C. RENERT, President
HARVEY SCHATTEN, General Manager

Elgin Paper Co. (I)
1025 N. McLean Blvd.
ELGIN, IL 60123
312-741-0137
ARTHUR J. FUNK, President, Treasurer
JACK L. HELLER, Sales and Operation Manager
ARTHUR W. FUNK, Vice President
WILLIAM R. EICHHURST, Vice President

Harry Elish Paper Co. Inc. (P)
435 Hudson Street
NEW YORK, NY 10014
800-354-7469
LAWRENCE J. ELISH, President
THEODORE F. PAYNE, JR., Executive Vice President
EDWARD L. WAHL, Vice President
JAMES M. PAYNE, Vice President Marketing
TONY BULLA, Vice President Sales

Empire Paper Co. (I)
P.O. Box 479
WICHITA FALLS, TX 76307
817-766-3216
JOHN L. ESTES, Chairman of the Board
DAVID C. ESTES, President
MONTY WRIGHT, Vice President

Empire Paper Corp. (D)
1033 Massachusetts Ave.
BOSTON, MA 02118
617-427-0076
EDWARD A. ROSENBLOOM, Chairman of the Board
ELLIOT SCHNEIDER, President, Treasurer
ELLIOT OVEN, Vice President

Empire Paper Corp.
134 Sheridan Ave.
ALBANY, NY 12210 (I)
518-463-4417
134 Sheridan Ave.
MARY NACHISON, President
JON NACHISON, Vice President

Enterprise Paper Co., Inc. (I)
P.O. Box 16244
11630 Caroline Road
PHILADELPHIA, PA 19154
215-676-6900
JOEL H. GOTTLIEB, President
JOSEPH BROWN, Sales Manager
ELLIOT MILLER, Controller
WILLIAM A. PETTIT, JR., Sales Manager, Packaging

Everett Wholesale Paper Co. (I)
P.O. Box 928
EVERETT, WA 98206
206-252-2105
W. F. KNEHR, President

PETER A. KNEHR, Vice President
D. M. KNEHR, Secretary, Treasurer

Fabricas De Papel Loreto (D)
Altamirano 46 San Angel
MEXICO, D.F. 01090
91(5) 548-66-60
ING. JORGE GONZALEZ GOMEZ, President
ERICH WUENSCHMANN, Vice President
RAINER LENZ, Vice President Sales
JAN PETER BOLBRUGGE, Sales Manager

MEXICO 20, D.F. (D)
524-77-81
Aguerrebere Y CIA, S.A.
Margaritas No. 416
CARLOS AGUERREBERE, Branch Manager

GUADALAJARA, JAL MEXICO (D)
91(36)23-09-47
Cervantes Hermanos, S.A.
Mar Rojo No. 1587
ENRIQUE CERVANTES, Branch Manager

CHIHUAHUA, CHIH, MEXICO (D)
91 (141) 3-07-77
Con Alonso, S.A.
Apdo. Postal No. 1231
ALONSO MENDOZA, Branch Manager

PUEBLA, PUE., MEXICO (D)
91(22)48-53-68
Isaac Ibarra Juarez
Apdo. Postal No. 106

CHIHUAHUA, CHIH. MEXICO (D)
91(141)575-75
Newberry D Chihuahua, S.A.
Independencia No. 800
KEN NEWBERRY, Branch Manager

MERIDA, YUC. MEXICO (D)
91(992)341-55
Raul Bolio Gomez
Apdo. Postal No. 613

SAN LUIS POSOSI, S.L.P. MEXICO (D)
91(481)234-00
Representaciones San Luis, S.A.
Apdo. Postal No. 53
JAVIER TORRE, Branch Manager

TORREON, COAH MEXICO (D)
91(171)3-33-99
Deposito Torreon
Gregorio A Garcia #557 Nte.
JUAN JOSE RAMIREZ, Branch Manager

TIJUANA, B.C. MEXICO
91(66)86-87-49
Marcelo Arreola Pujol
Fracc. La Villa En La Mesa

Fancy Pak Co. Ltd. (D)
1195 Montee Deliesse Road
MONTREAL, QUEBEC
H4S 1J7, CANADA
514-337-3242

SONNY WACHMAN, President
ARLENE WACHMAN, Secretary-Treasurer

Fidelity Paper & Supply Corp. (I)
5 Lawrence Street
BLOOMFIELD, NJ 07003
201-748-3475
PIERRE GUARIGLIA, President
DOMINIC GUARIGLIA, Vice President
DAVID GUARIGLIA, Vice President
DOMINIC GUARIGLIA, Sales Manager
GARY GUARIGLIA, Treasurer

Fine Papers of Little Rock
(see Mead Merchants)

Fine Papers of Rogers
(see Mead Merchants)

Fine Papers, Inc. (I)
P.O. Box 23505
NEW ORLEANS, LA 70183
504-733-7651
JOHN T. DEGAN, President
WALTER J. THIBODEAUX, Vice President

First State Paper, Inc. (P)
P.O. Box 10007
WILMINGTON, DE 19850
302-656-6546
RICHARD G. EMERSON, President
FRANK B. EMERSON, Vice President
DOLORES A. EMERSON, Secretary, Treasurer
RODNEY L. SIBERT, Sales Manager
RICHARD ZIMNY, Controller

Fisher Bros. Paper Co. (I)
P.O. Box 1720
FORT WAYNE, IN 46801
219-747-7442
THOMAS M. REHRER, President
FLOYD SIMS, Vice President
JACK CALKINS, Sales Manager

JACKSON, MI 49201 (I)
517-784-7151
543 Liberty St.
ROBERT CORWIN, General Manager

BOWLING GREEN, OH 43402 (I)
419-352-8416
P.O. Box 373
WILLIAM BLAIR, General Manager

Fishman Supply Co. (I)
1004 Lakeville
PETALUMA, CA 94952
707-763-8161
LELAND FISHMAN, President & Sales Manager

Fleetwood Paper Co. (I)
10600 Seymour Ave.
FRANKLIN PARK, IL 60131
312-678-9090
FRANCIS J. HOULIHAN, President
MICHAEL GUTMAN, Sales Manager
RICHARD POWELL, General Manager

Florida Paper Co.
(see Affiliated Paper Companies)

Foley Distributing Corp., The (I)
P.O. Box 99
RUTLAND, VT 05701
802-773-3738
MARK K. FOLEY, President
MICHAEL FAGAN, Sales Manager

Forest Atwood Paper
(see WWF Paper Corp.)

Fort Smith Paper Co. (D)
P.O. Box 6358
FORT SMITH, AR 72906
501-646-6171
ROBERT C. GORDON, JR., President
DON WILSON, Manager
ROBERT C. GORDON, Secretary/Treasurer

ADA Paper Co. (D)
ADA, OK 74820
403-332-7943
P.O. Box 2076
R. C. GORDON, Manager

Gordon's Wholesale (D)
MUSKOGEE, OK 74401
918-423-2334
Curts Mall
GARY SMITH, Manager

P. J. Fox Paper Co., Inc. (D)
P.O. Box 2235
123 Georgia Ave.
PROVIDENCE, RI 02905
401-467-3500
PAUL J. FOX, JR., President
J. V. FOX, Vice President
RAYMOND J. GORMAN, JR., Sales Manager

S. Freedman & Sons, Inc. (I)
3322 Pennsy Drive
LANDOVER, MD 20785
301-322-5000
HERBERT F. SACKS, President
DAVID GORDIN, Vice President
MARK FREEDMAN, Secretary/Treasurer
BARRY PERLIS, Assistant To The President
ROBERT VARNON, Vice President/Sales

Frontier Paper Co. (D)
2790 85th Place NE
BELLEVUE, WA 98004
ELMER D. WILCOX, Vice President

Frontier Paper Inc. (D)
355 East 76th Ave.
ANCHORAGE, AK 99518
907-344-4000
GREGORY B. WILCOX, President
ELMER D. WILCOX, Vice President
HAROLD PIERCE, Treasurer

Fuller Paper Co., Inc. (I)
P.O. Box 3087
PALMER, PA 18043
215-253-3591
CHARLES W. G. FULLER, President & Treasurer
CHARLES W. FULLER, Executive Vice President

Fulton Paper Company (I)
1006 West 27th Street
WILMINGTON, DE 19802
203-594-0400
JOHN A. BRADLEY, President
ROBERT M. JANVIER, SR., Vice President

SPRINGFIELD, PA 19064 (I)
215-544-8850
1138 Baltimore Pike
SUSAN FARALDO, Branch Manager

NEWARK, DE 19711 (I)
302-328-1440
138 Elkton Rd.
JOHN A. BRADLEY JR., Manager

Fulton Paper Co., Inc. (I)
5200 Phillip Lee Dr. S.W.
ATLANTA, GA 30336
404-691-4070
MARSHALL H. HIRSCH, Chairman of the Board
A. W. LAMB, Executive Vice President
WILLIAM N. HIRSCH, President

Panama City Paper Co. (I)
PANAMA CITY, FL 34201
904-785-9400
419 West 5th Street
DALE SAMUELSON, Branch Manager

Paper Supply Co. (I)
ALBANY, GA 31701
404-691-4070
518 Roosevelt Ave.
BUDDY WILDES, General Manager

GWM Industries, Inc. (D)
161 Avenue Of The Americas
NEW YORK, NY 10013
212-741-6100
RUSSELL B. PASFIELD, Chairman Of The Board
RUSSELL A. PASFIELD, President
RAYMOND A. GIUSTO, Executive Vice President

G

Miller, Geo. W., & Co. (D)
NEW YORK, NY 10013
212-741-6100
161 Ave. Of Americas
PUSSELL B. PASFIELD, Chairman
RUSSELL A. PASFIELD, President
RAYMOND A. GIUSTO, Executive Vice President
BRUCE SCHER, Sales Manager
JACK WERNER, Operations Manager

Selig Paper Company (D)
NEW YORK, NY 10013
212-741-6116
161 Avenue Of The Americas
GEORGE HOWARD, President
RANDOLPH DREYER, General Operations Mgr.

Gadsden Paper & Supply Co.
(see Affiliated Paper Companies)

Galer & Hults, Inc. (I)
1000 S. Chapel Street
NEWARK, DE 19715
302-737-7272
CONNELL WHITMARSH, Branch Manager
TRICIA BREE, Branch Manager

Garden City Paper International
(see Ris Paper Company, Inc.)

Garrett-Buchanan Co.
(see Paper Corp. of America)

Garriga Trading Co., Inc. (P)
Munet Court #3 GPO Box 4862
SAN JUAN, PR 00936
809-781-0004
IVAN GARRIGA, President
FERNANDO MARQUES, Sales Manager

Gascon Paper Company (I)
4567 Willow Pkwy.
CUYAHOGA HEIGHTS, OH 44125-0628
216-883-2800
J. R. PIERATT, Presidant/Chairman
DON M. GASCON, Executive Vice President
ROBERT MILMINE, Vice President
V. WILLIAM SANDERSON, Controller
DRAKE RITTENHOUSE, Sales Manager

J. P. Gasway Co., Inc. (D)
P.O. Box 2104
1113 Sixth St. SE
CEDAR RAPIDS, IA 52406-2104
319-363-3537
WILLIAM D. GASWAY, President
HARRIET A. GASWAY, Vice President
ARLENE M. FINTEL, General Manager
DONALD R. FISH, Sales Manager
R. S. LANE, Packaging Mgr.
S. S. GASWAY, Assistant Treasurer

General Paper
(see Cordage Paper)

General Paper Company (I)
P.O. Box 2596
HIGH POINT, NC 27261
919-882-6869
B. W. WHITE, President
J. S. WHITE, Vice President
R. W. FULLER, JR., Treasurer

General Paper Company (I)
P.O. Box 1367
HICKORY, NC 28601
704-327-4188
JOHN TATE, Manager

General Paper Co., Inc. (I)
P.O. Box 1829
BATON ROUGE, LA 70821
504-927-8540
FRANCES M. FISH, President
ALLYSON A. MC KAY, Vice President, General Mgr.
DENNIS GUYBAN, Secretary & Treasurer

General Paper Goods Co. (D)
3530 Browns Mill Rd. S.E.
ATLANTA, GA 30354
404-763-2556
MURRAY L. FLORENCE, JR., President
ALAN E. CAMP, Vice President
KEVIN M. FLORENCE, Secretary-Treasurer

Gleason Paper Co. (P)
4305 Oneida Street
DENVER, CO 80216
303-388-4872
JAMES I. GLEASON, President

Global Paper Co. (I)
57 Romanelli Ave.
SO. HACKENSACK, NJ 07606
201-343-3902
TED STRUHL, Vice President

Globe Bag Company, Inc.
134 Tudor St.
617-268-2375
SOUTH BOSTON, MA 02127
E. GOLDENBERG, President
MARK GOLDENBERG, Sales Manager

Goodwin-Robbins Paper Co., Inc. (D)
84 New Salem Street
LACONIA, NH 03247
603-524-0502
DAVID P. ROBBINS, President & Treasurer
CECILE WALDRON, Comptroller
PETER ROBBINS, Vice President

Gordon Paper Company, Inc. (I)
P.O. Box 1806
NORFOLK, VA 23501
804-464-3581
TAVIA F. GORDON, President
DANIEL GORDON, Treasurer

Gordon's Wholesale
(see Fort Smith Paper Co.)

Gould Paper Corp. (D)
315 Park Ave. South
NEW YORK, NY 10010
212-505-1000
HARRY E. GOULD, JR., Chairman Of The Board & Pres.
D. J. LALA, Executive Vice President
PETER J. GOULD, Senior Vice President
ROBERT ANDERSON, Exec. Vice Pres./Gen. Sales M.
JOSEPH A. BERGMAN, Vice President & Controller
JERRY MUTCHNICK, Vice President & Credit Mgr.
MICHAEL PEARL, Vice President, Admin. Op. & Sec.
RICHARD IRWIN, Sr. Sales VP & Gen. Mgr. Pub. Div.
ALVIN GOLDFARB, Sales Sr. Vice President

ASTORIA, NY 11102 (D)
718-728-8422
26-15 4th Street
ROBERT VALENTINO, Manager

DALLAS, TX 75204 (D)
214-871-9501
3003 Carlisle Ave.
BILL CRISLER, Sales Senior Vice President

Olympic Paper Co., Inc. (D)
NEW YORK, NY 10010
212-505-1000
315 Park Avenue South
ABRAHAM SIEGEL, Sales Vice President
MORT EISENBERG, Sales Vice President
RICHARD GREENEBAUM, Sales Vice President
GARY ZIPPER, Sales Manager

Majestic Paper Corp. (D)
NEW YORK, NY 10010
212-505-1000
315 Park Ave. South
MARION HINDENBERG, Sales Sr. Vice President
JOHN PETRUCELLI, Sales Sr. Vice President

Aldine Technologies, Inc. (D)
NEW YORK, NY 10010
212-505-1000
315 Park Ave. South
PETER J. GOULD, President
GUY B. WHEELER, III, Executive Vice President
KEITH M. SCHONBRUN, Vice President

Carlyle Paper Company, NY (D)
NEW YORK, NY 10010
212-505-1000
315 Park Ave. South
PETER J. GOULD, President

Clifford-Gould Paper Corp. (D)
NEW YORK, NY 10165
212-972-2440
60 East 42nd Street
JOHN P. CLIFFORD, President

Clifford-Gould/Wade Paper Corp.
BANNOCKBURN, IL 60015
312-940-9777
2345 Waukegan Rd.
Suite N-190
KEVIN P. WADE, President
JOHN P. CLIFFORD, Executive Vice President.

Graco Paper Co., Inc. (I)
P.O. Box 381776
MIAMI, FL 33138
305-836-1400
HAROLD GRANOFF, Chairman Of The Board
ROBERT I. GRANOFF, President
JEFFREY GRANOFF, Vice President
EVE BRENNAN, Controller
DAVID SOHANEY, Sales Manager

Grant Paper Co. (P)
25 McKean Street
PHILADELPHIA, PA 19148
215-336-0500
DAVID ROITMAN, President
HARVEY ROITMAN, Treasurer

Graphic Papers, Inc. (P)
2101 Poydras
NEW ORLEANS, LA 70112
504-525-5686
EARL A. SPINDEL, President
E. RUSTY SPINDEL, Vice President
CRAIG M. SPINDEL, Vice President
ELIZABETH M. SPINDEL, Treasurer
LISA A. SPINDEL THOMPSON, Vice President

Grayco Products Corp. (I)
120 New York Ave.
WESTBURY, NY 11590
516-997-9200
HERBERT GINSBERG, President
STEPHEN GINSBERG, Vice President
BARRY GINSBERG, Operations Manager
DAVID GINSBERG, Sales Trainer

Great Atlantic Paper Pkg. Corp. (I)
P.O. Box 341
Times Plaza Station
BROOKLYN, NY 11217
ALVIN ROTHKOPF, Chairman

ALAN SNEIDER, President
RUTH CASEY, Vice President

Great Western
(see Burlington Paper Co.)

Greenberg Corp., Inc. (I)
1300 Thorndale Ave.
ELK GROVE VILLAGE, IL 60007
312-595-8990
EDWIN GREENBERG, President
ROBERT MATAS, Vice President
HARVEY BLATT, Sales Manager

E. Greene & Company
(see Bunzl Corp.)

Greenson Paper Co., Inc. (I)
P.O. Box 2133r
MORRISTOWN, NJ 07960
201-538-0100
A. GREENGOS, Chairman Of The Board
K. GREENGOS, President
L. GREENGOS, Vice President

Greto Corporation (D)
411 N. Central Avenue
LIMA, OH 45801
419-229-0014
RICHARD M. TOTH, President

Grifo (FRANCE) (I)
Z.I. du Vert Galant-B.P. 721
Saint-Ouen L'Aumone
F-95004 Cergy Pontoise Cedex
30-37-92-35
JACQUES LEJEUNE, Chairman
PATRICE BOURGEOIS, President & Chief Exec. Officer

John Groves Co. (I)
412 E. 8th Ave.
HOMESTEAD, PA 15120
412-462-7900
RENEE GROVES LEONARD, President
WALTER F. LEONARD, Vice President
RAYMOND CURLEY, Sales Manager

Guardian Paper Corp. (P)
622 Scott Blvd.
COVINGTON, KY 41011
606-491-3911
JEFFREY L. SCHULER, President
RUTH M. SCHULER, Vice President

Gulfport Paper Co., Inc. (I)
3019 15th Street
GULFPORT, MS 39501
601-863-8031
W. C. BOEHMER, Chairman Of The Board
RICHARD H. BOEHMER, President

Gummed Papers of America, Inc. (P)
1001 W. Van Buren Street
CHICAGO, IL 60607
312-243-6860
DAVID M. COHN, President
ARLYNE DRUCKMAN, Treasurer/Controller
DENNIS A. CORRADO, Vice President & General Manager
RUSS MAKI, Sales Manager

Halls Canada Paper (P)
46 Hollinger Rd.
TORONTO, ONTARIO
M4B 3G5, CANADA
416-751-3314
D. TREVELYAN, General Manager
F. KERR, Sales Manager
C. BOUCHARD, Operations Manager

Hammermill Distribution Group (D)
1540 East Lake Road
ERIE, PA 16533
814-456-8811
RICHARD A. REEVES, Vice President
FREDERICK J. STABBERT, Director, Business Develop.
DENNIS G. WILLIAMS, Business Systems Manager
(See/Carter/Rice, CDA Distributors, The Dowd Co., Western Paper Co.)

Harco Paper Co. (I)
1122 Street Road
SOUTHAMPTON, PA 18966
215-357-5445
HARRY COMER, President
ANITA COMER, Treasurer

Harlem Paper Products Corp. (I)
515 Truxton Street
BRONX, NY 10474
212-542-3500
BERNARD MARSH, President
MARTIN MARSH, Vice President
RAYMOND J. KOHN, Treasurer
JOSEPH UROW, Comptroller
DAVID WARREN, Operational Manager

Harrisburg Paper Company
(see CDA Distributors)

Haseldonckx (D)
Breker, 40
B. 1703 Kobbegem
BELGIUM
32-452-8755
J. Pais, Adm.

Hathaway Paper Co. (I)
P.O. Box 1618
WAYNESBORO, VA 22980
703-949-8285
CURTIS H. HATHAWAY, President
STEPHANIE A. HATHAWAY, Vice President
LAURIE D. THACKER, Operations Manager

Havill. T., Inc. (D)
11970 Albert Hudon Blvd.
MONTREAL NORTH, QUEBEC
H1G 3K3 CANADA
514-321-8820
RICK HAVILL, President
ROB HAVILL, Vice President
ANDRE JUTEAU, Printing/Sales Manager
JEAN GUY PALIN, Inplant/Sales Manager
MIKE SCAMMELL, Controller
BEN BEAULIEU, Warehouse Manager

Hearn Paper Co. (I)
P.O. Box 2493
YOUNGSTOWN, OH 44509
216-792-6533
J. E. BAKALIK, President
LAWRENCE J. ORTZ, Vice President
BRYAN K. REED, Treasurer
GABRIEL COVAS, Vice President

Heller & Usdan, Inc. (D)
7 Caesar Place
MOONACHIE, NJ 07074
201-933-8100
MARTIN J. USDAN, President
N. H. USDAN, Executive Vice President
RALPH J. WINARD, Vice President
LAWRENCE KUSIK, Vice President
ERIC KIRCH, Vice President
DON MALCUIT, Vice President

Henley Paper Company (D)
P.O. Box 20408
GREENSBORO, NC 27420
919-668-0081
NIXON C. HENLEY, President & CEO
A. B. HENLEY, JR., Chairman of the Board
CHARLES G. KENNEDY, Treasurer
CHARLES I. ALLRED, Executive Vice President
O. MC MULLAN, Vice President
PEYTON N. SHANER, Executive Vice President

CHARLOTTE, NC. 28217 (D)
704-588-1400
P.O. Box 7006
JAMES SHELTON, Sales Mgr. Printing
HUBERT N. HELMS, Operations Manager
LEE HOSTETLER, Division Manger

SKYLAND, NC 28776 (D)
704-684-1332
P.O. Box 1040
MICHAEL SKRZYNSKI, Division Manager

HICKORY, NC 28601 (D)
704-328-1886
P.O. Box 2303
MICHAEL CLAPP, Division Manager

TAYLORS, SC 29687 (D)
803-268-7750
P.O. Box 775
LYLE CHAMPION, Division Manager

RALEIGH, NC. 27619 (D)
919-872-8110
P.O. Box 18365
DAVID K. HOCKENBERRY, Division Manager

HIGH POINT, NC 27261 (D)
919-887-2637
P.O. Box 2673
RON FLORENCE, Branch Manager

GREENSBORO, NC 27409 (D)
919-668-0081
P.O. Box 20408
CHARLES A. COLLINS, Division Manager
ALAN ATWELL, Sales Manager
PAUL SECHRIST, Operations Manager

Heritage Paper Company, Inc. (I)
JACKSONVILLE, FL 32241
904-737-6603
P.O. Box 23517
ROBERT F. PURSER, President
JOHN A. H. MURPHREE, Vice President
JOHN H. BUCKNER, Vice President
SAMUEL C. POLK, Vice President

JACKSONVILLE, FL 32217
904-737-6603
4011 Morton Street
ROBERT F. PURSER, JR. Vice Pres./Gen. Mgr.

ORLANDO, FL 32858
305-293-1110
P.O. Box 15098
JOHN P. PURSER III, Vice President, General Manager

TAMPA, FL 33605
813-248-3330
4757 Distribution Drive
JAMES S. KING, Vice President

Coleman Paper Company, Inc. (I)
VIDALIA, GA 30474
912-537-9231
P.O. Box 1045
SAMUEL C. POLK, Vice President

St. Lucie Chemical & Supply-Div. (I)
STUART, FL 33494
2885 S.E. Jefferson Street
RONALD W. ANDERSON, Vice President/General Manager

Herrington Paper Co. (P)
4880 Hills & Dales Road N.W.
CANTON, OH 44708
216-477-3411
RONALD D. CULLEN, President
JOSEPH R. CULLEN, Vice President
PEARL BORING, General Manager

H

Hershey Paper Company (I)
P.O. Box 4247
LANCASTER, PA 17604
717-285-3151
CHARLES H. MILLER, President
STEPHEN H. MILLER, Vice President

R. L. Hess Co. (I)
P.O. Box 1006
NEENAH, WI 54956
414-722-6500
RICHARD L. HESS, President
SUSAN H. HESS, Vice President

Hill & Markes, Inc. (I)
Edson St.
AMSTERDAM, NY 12010
518-842-2410
NEAL PACKER, Vice President
HARRIET FINKLE, President
JEFFREY FINKLE, Vice President

Hobson Miller Paper Co. (P)
30-10 Starr Avenue
LONG ISLAND CITY, NY 11101
212-937-6153
ROBERT F. LUONGO, V.P. Purchasing

Holmberg Co., Inc. (P)
14903 Deveau Pl.
MINNETONKA, MN 55345-2126
612-559-4707
ALBERT HOLMBERG, CEO
THOMAS HOLMBERG, President

Hope Dispensing Systems (I)
207 Buffalo Street
MILWAUKEE, WI 53202
414-271-2933
SAMUEL N. HOPE, President

Horn Corp. (I)
P.O. Box 190
AYER, MA 01432
617-772-0290
G. ARTHUR HORN, Chairman
ROBERT H. LANG, JR., President
JOHN A. HAUGHN, Vice President/Treasurer
NORBERT V. REARDON, III, Vice President/Sales & Marktg.
HARRY G. GILLIS, Vice President/Operations

WALLINGFORD, CT 06492 (I)
203-237-2366
34 Capital Drive

Horwitz Paper & Packaging Co. (D)
P.O. Box 866
625 Philo Road West
ELMIRA, NY 14902
607-739-3666
ROBERT K. WATKINS, President
OSCAR F. MAYES, JR., Vice President
MARK R. WATKINS, Marketing Manager
PATRICK S. BONNELL, Operations Manager
MARTIN BALDWIN, Sanitary Mtns. Sales

Hubbs & Howe Co., Inc. (D)
2200 Harlem Road
BUFFALO, NY 14225
716-895-7900
FRANKLYN F. SCHAFER, President
WILLIAM H. BIRKMAYR, Chairman of the Board
ROGER J. HAHN, Sales Manager

ROCHESTER, NY 14603 (D)
716-254-7070
P.O. Box 1332
WILLIAM S. AVERY, Vice President

Miller Paper Co. Division (D)
SYRACUSE, NY 13206
315-437-8544
101 Danzig Street
JOSEPH R. BURG, Vice President

Hudson City Paper Co., Inc. (P)
12 York Avenue
W. CALDWELL, NJ 07007-0957
201-226-1811
KENT WESTHELLE, President
ROBERT WESTHELLE, Vice President
ARNOLD CHAPEL, Vice President
STEVEN WETZEL, General Manager
CARL WESTHELLE, Treasurer

Hudson Distributing
(see Colonial Paper Co.)

Hudson Paper Co., Inc. (The)
1341 W. Broad St.
STRATFORD, CT 06497
203-324-6135
MILTON WILK, President

Hudson Valley Paper Co. (P)
P.O. Box 1988
ALBANY, NY 12201-1988
518-436-8481
SYDNEY T. JONES, III, President
BEN GIAGNI, Vice President
R. DONALD BECKLEY, Controller
JOSEPH TIERNEY, Customer Service Manager
DAVID MANONI, Inventory Manager

WILLISTON, VT 05495 (P)
802-862-4289
Avenue C
Griswold Industrial Park
WILLIAM DUNN, Branch Manager

ENDWELL, NY 13760 (P)
607-748-7315
107 Brink Street
SAMUEL BIONDOLILLO, Branch Manager

Hull Paper Company (P)
100 South Clinton Street
DAYTON, OH 45402
513-228-7154
ROBERT K. HULL, President
GERALD R. CALLAHAN, Vice President

COLUMBUS, OH 43229 (P)
614-846-3485
6999 Huntley Road
JOHN F. STREIT, Vice President

Hunter Paper Co. (D)
220 Coster Street
BRONX, NY 10474
212-893-1200
JOEL KAPLOWITZ, President
MICHAEL KAPLOWITZ, Vice President

Huntsville Paper Company (I)
P.O. Box 3368
HUNTSVILLE, AL 35810
205-539-7452
FERRELL KEEN, Vice President

Hy-Grade Distributors, Inc. (I)
574 Main Street
TONAWANDA, NY 14150
716-695-3960
AVROM P. STERMAN, President
SAMUEL C. GIANGRECO, Chairman
JOSEPH M. FRAWLEY, Vice President
JOHN J. CALLEA, General Manager
MICHAEL P. PRZESTAWSKI, Controller
JAMES STERMAN, Sales Manager
PAUL GIANGRECO, Vice President Sales
DOUGLAS MARSHALL, Vice President Specialty Ad Div.

I Supply Co. (I)
1255 Spangler Rd.
P.O. Box 1739
FAIRBORN, OH 45324
513-323-4904
GERALD PARISI, President
GARY LATHAM, Executive Vice President
ANITA BOSHEARS, Treasurer
PAUL SLAGLE, Sales Manager

Image Supply Inc. (I)
2114 N. Cedar Street
LUMBERTON, NC 23858
919-738-1166
DAVID L. EDGE, President
DONALD P. SMITH, Sales Manager
RONALD BARBER, Treasurer

Imperial Bag And Paper Co., Inc. (I)
1390 Spofford Ave.
BRONX, NY 10474
212-542-1100
DAVID KATZ, Chairman
MICHAEL NASH, President
STEPHEN NASH, Executive Vice President
GERALD SOLOMON, Vice President

Impressions Paper and Supply Corp.
(see WWF Paper Corp.)

Industrial Paper Corp. (I)
5020 Bakers Ferry Road S.W.
ATLANTA, GA 30336
404-691-9560
JACK LICHTENSTEIN, Chairman Of The Board
MARK LICHTENSTEIN, President
ELSIE LICHTENSTEIN, Vice President

Industrial Wiper Supply (I)
P.O. Box 195
CHELSEA, MA 02150
617-884-5550
EDWARD J. CALLAHAN, President
DENNIS J. MC GURK, Vice President

Information Processing Supplies (P)
Azerty Div.
135 Pineview Drive
NO. TONOWANDA, NY 14150
716-694-2543
BILL DUEGER, Manager

Ingalls Cronin Co.
(see Carter Rice)

Ingram Paper Company (D)
P.O. Box 911233
COMMERCE, CA 90091
213-723-6151
DONALD C. INGRAM, President
JOHN C. INGRAM, Vice President
JAMES G. O'DONNELL, Vice President Printing Paper
EVERETT F. SANBORN, Manager Industrial Paper
JAMES G. INGRAM, Secretary-Treasurer
GENIE ACOSTA, Corporate Accounting Mgr.

Inlander-Steindler Paper Co. (D)
2100 Devon Avenue
ELK GROVE VILLAGE, IL 60007
312-952-2000
HERBERT C. ALTHOLZ, Chairman of the Board
THOMAS I. ALTHOLZ, President
JAMES F. KERCH, Vice President
RONALD G. HILTON, Vice President, Finance & Admin.
RICHARD A. MIGNANO, Vice President/Sales & Marketing
KEITH J. SHEPARD, Corporate Marketing Mgr.

MARK E. GIANNESCHI, Corporate Marketing Manager
TIMOTHY J. LAWS, Corporate Operations Manager

ELK GROVE VILLAGE, IL 60007 (D)
312-952-2000
2100 Devon Avenue
RICHARD A. MILGNANO, Branch Manager
KURT J. PIETSCH, Operations Manager

SOUTH BELOIT, IL 61080 (D)
815-389-3721
5466 Rockton Road
JAMES F. KERCH, Branch Manager
TERRY A. LARSON, Operations Manager

MILAN, IL 61264 (D)
309-787-7905
912 East 8th
THOMAS A. NUSBAUM, Branch Manager
MICHAEL J. DAFFARA, Operations Manager

MENOMONEE FALLS, WI 53051 (D)
414-783-3000
W134 N5373 Campbell Drive
RICHARD F. BARTMAN, Branch Manager
DAVID M. ONDRACEK, Operations Manager

SOUTH BEND, IN 46614 (D)
219-291-7412
915 West Ireland Road
KENT A. DENNIS, Branch Manager
ROBERT C. WINENGER, Operations Mgr.

GRIFFITH, IN 46319 (D)
219-972-1747
P.O. Box 718
KENT A. DENNIS, Branch Manager

MADISON, WI 53716 (D)
608-222-4122
1250 Femrite Drive
JAMES F. KERCH, Branch Manager

Inter-City Paper Company (P)
P.O. Box 64571
ST. PAUL, MN 55164
612-228-1234
WILLIAM LAUGHLIN, President & Chief Executive
KENNETH F. LUKASKA, Executive Vice President
LA MAR LUNDELL, Vice President
CHUCK BELLAND, Vice President & Treasurer
JOHN HALLBERG JONES, Vice President & Manager
GREGORY W. JOHNSON, Vice President & Manager

Inter City Papers Ltd. (P)
58 Tamarisk Lane
DEERFIELD, IL 60015
MEL KAHN, Vice President Corp. Div.

Inter City Papers Limited (D)
150 Clement Street
LASALLE, QUEBEC
H8R 3W1, CANADA
514-365-7231
JEFF CHIPMAN, President & C.E.O.
H. HILDEBRAND, President, Price Daxion Ind. Merchants Div.
Y. MONTMARQUETTE, President, Canadian Printing Papers Div.
C. E. RANDALL, Vice President, Finance
R. BRYAN, Vice President, Info. Process Svcs.
P. BLACKFORD, Vice President, Info. Processing Supplies
MS. C. DICKSON, Vice President, Human Resources
K. I. GORDON, President, Price Wilson, Inc., Converted Prod. Div.
MS. L. LALONDE, Corp. Education Specialist

MISSISSAUGA, ONTARIO L5A 3S7 (P)
416-276-8400
P.O. Box 3050 Sta. A
S. BROWN, Div. Vice President & General Mgr.
L. PARK, Vice President

LONDON, ONTARIO N6A 4E3 (P)
519-686-5681
1505 Sise Road
W. THOMPSON, Branch Manager

WINNIPEG, MANITOBA R2X 2X9 (P)
204-632-0852
1453 Church Avenue
W. LANIUK, Branch Manager

RICHMOND, B.C. V6X 1X5 (P)
5440 Holly Bridge Way
P. PURCELL, Branch Manager
J. C. MC CORMACK, Marketing Manager

Lauzier Little Inc. (P)
LASALLE, QUEBEC H8R 3W1
514-367-3111
150 Clement St.
Y. MONTMARQUETTE, President
ALBERT BROCHUR, Merchandising Manager
JEAN-PIERRE RENAUD, Sales Director

QUEBEC, QUEBEC G1N 2E5 (P)
418-681-4195
1990 Boul. Charest Quest
A. JUNEAU, Branch Manager

Plastic Packaging Services (P)
MISSISSAUGA, ONTARIO L4V 1K3
416-673-0023
6525 Northwest Drive

ST. LAURENT, QUEBEC H8R 1R2 (P)
514-334-6210
3737D Cote Vertu
L. JULIEN, Market Manager

Price Daxion (D)
ST. LAURENT, QUEBEC H4R 1R2
514-631-7332
3737 D Cote Vertu
G. T. WHALEN, Vice President, Eastern Region

SCARBOROUGH, ONTARIO
M1I 2M6 (D)
416-755-2281
1980 Eglinton Avenue East
G. V. SCOTT, Branch Manager
M. A. LAVECK, Branch Manager

DARTMOUTH, NOVA SCOTIA
B3B 1P9 (D)
902-463-0991
10 Vidito Drive
M. A. LAVECK, Branch Manager
M. F. MC GRATH, Operations Manager

ST. FOY, QUEBEC G1P 3S4 (D)
418-658-0447
2800 Dalton Street
P. L. VEZINA, Branch Manager
J. PLAMONDON, Manager Sales/Operation

ST. JOHNS, NEWFOUNDLAND (P)
709-722-5216
48 Clyde Ave.
R. LAMB, Branch Manager

WINNIPEG, MANITOBA R3H 0E9 (D)
204-774-2591
1760 Wellington Avenue
D. R. FRENZ, Vice President
J. A. GECHEL, Marketing Manager

WINNIPEG MANITOBA R0H 0E9 (D)
204-774-2591
1760 Wellington Avenue
G. HOLOWKO, Sales Manager
E. CHMELNICKI, Sales Manager

CALGARY, ALBERTA (D)
403-243-4677
4661 54th St. S.E.
M. P. NOWACK, Branch Manager
C. CONWAY, Sales Manager
J. L. KOLIDA, Branch Manager

EDMONTON, ALBERTA T5M 3X6 (D)
403-451-6655
16824—114th Avenue
M. MAYER, Branch Manager
J. MEAKIN, Sales Manager
P. BUTLER, Sales Manager

REGINA, SASKATCHEWAN
S4P 3B2 (D)
306-949-3711
1445 Pettigrew Ave.
D. N. BOUGHER, Branch Manager

SASKATOON, SASKATCHEWAN
S7H 0Y0 (D)
306-931-8444
304 Edson Street, Sub 18
K. B. MAC NEILY, Sales Manager

THUNDER BAY, ONTARIO
P7B 5N2 (D)
807-622-5375
3—1112 Russell Street
J. FORSHAW, Sales Manager

NETHBRIDGE, ALBERTA
T1H 5G5 (D)
403-327-5731
803 30 St. N/Bay #1 Richfield Ctr.
J. ELDER, Sales Manager

RICHMOND, BRITISH COLUMBIA
V7C 4N3 (D)
604-278-7726
5440 Hollybridge Way
B. JOHNSON, VP Western Region
B. SMITH, Sales Manager
W. A. HARDER, Sales Manager
J. B. BECK, Sales Manager
A. J. WEATHERHEAD, Sales & Operations Manager
A. B. MURDOCH, Branch Manager

OTTAWA, ONTARIO K1B 3V7 (D)
613-745-7019
2574 Sheffield Road
J. BARR, Branch Manager
M. MEREWEATHER, Sales Manager

SCARBOROUGH, ONTARIO
M1L 2M6 (D)
416-755-2281
1980 Eglinton Avenue East
G. A. SCOTT, Branch Manager
S. A. ROUSELL, Sales Manager
G. CHARRON, Sales Manager

LONDON, ONTARIO N5V 1Z5 (D)
519-452-1500
531 First Street
G. V. SCOTT, Branch Manager
J. M. VELLA, Sales Manager & Operations

MISSISSAUGA, ONTARIO L4V 1K3 (P)
416-678-2210
6525 Northwest Drive
H. HILDEBRAND, President

OTTAWA, ONTARIO (P)
613-745-7019
1250 Leeds, Ave.
L. J. WEATHERDON, Branch Manager

MISSISSAUGA, ONTARIO L4V 1K3 (P)
416-678-2210
6525 Northwest Drive
D. RUBINO, Vice President Central Region

LONDON, ONTARIO (P)
519-681-0100
839 Highbury Ave.
P. PECOSKIE, Branch Manager

WINNIPEG, MANITOBA R3G 3H3 (P)
204-786-8845
850 Empress Street
S. PITKIN, Branch Manager

EDMONTON, ALBERTA T5M 3X6 (P)
403-452-7570
16824-114 Ave.
B. JOHNSON, Vice President

CALGARY, ALBERTA (P)
403-279-1990
4661 54th St. S.E.
J. L. KOLIDA, Branch Manager

ST. LAURENT, QUEBEC H4R 1R2 (P)
514-334-6210
3737D Cote Vertu
G. WHALEN, Vice President Eastern Region
Y. GIRARD, Branch Manager

DUBERGER, QUEBEC G1N 4A4 (P)
418-683-2256
1485 Rue Provinciale

MONCTON, N.B. E1E 1C8 (P)
506-857-8837
290 Baig Blvd.
R. BOUDREAU, Branch Manager

I

SAANICHTON, B.C. V0S 1M0 (P)
604-652-3977
6858 Veyaness Rd.
R. J. CRAVEN, Branch Manager

LACHINE, QUEBEC (P)
514-364-2866
1730 55th Ave.
D. R. MACRAE, Manager

LACHUTE, QUEBEC J8H 3X5 (P)
514-562-8585
115 Princess Street
C. R. RHEAUME, Plant Manager

DARTMOUTH, N.S. B3B 1P9 (P)
902-463-0991
10 Vidito Dr.
M. LAVECK, Branch Manager

The Paper Centre (P)
MISSISSAUGA, ONTARIO L4W LE3
5170 Dixie Road, Unit 2
T. BELLMARE, Manager

TORONTO, ONTARIO M5V LP7 (P)
416-593-6100
299 Adelaide West
E. BAUGHAN, Manager

Whyte Hooke Papers
RICHMOND HILL, ONTARIO L4B 1A4
416-731-1817
50 East Wilmot St.
J. HENRY, Corporate Vice President
D. MILLER, Sales Manager

Interstate Wrapping Products (I)
2575 Lemoyne
MELROSE PARK, IL 60160
312-344-9807
TENNY NATKIN, President
HERBERT S. NATKIN, Vice President

Iowa Paper Company (D)
P.O. Box 2128
WATERLOO, IA 50704
319-234-6805
ANTHONY R. KUPRIS, Chairman Of The Board
JERRY L. KUPRIS, President & Treasurer
LINDA O. KUPRIS, Vice President & Secretary
DUANE MANDERFIELD, Controller
DAVIS SCHROEDER, Sales Manager/ Fine Papers
C. COOPER TAYLOR, Sales Manager Industrial Paper
STAN PATERNI, Sales Manager, Tapes & Pkg.
TOM MC CUNNIFF, Sales Manager Copier Papers

Iowa Retail Packaging Corp. (I)
1105 Maple Street
W. DES MOINES, IA 50265
515-223-1150
PETER DICKINSON, President
TOM DICKINSON, General Manager

Iroquois Paper Co. (I)
2220 West 56th Street
CHICAGO, IL 60636-1099
312-436-7000
MARVIN B. GORDON, Chief Executive Officer
ALAN R. GORDON, President & General Manager
RALPH A. SELLE, Vice President
JAMES F. BRACE, Vice President

Irwin Paper Co.
(see Distribix, Inc.)

J B Papers Inc. (P)
P.O. Box 560
UNION, NJ 07083
201-964-4500
BERNARD BLOOM, Chairman & Treasurer
ABE BLOOM, Vice Chairman
JAMES ADIE, Vice President
RAPHAEL CHIMOFF, Executive Vice President
JACK N. DAVIES, Vice President
NORMAN FETTMAN, Vice President
JONATHAN O. BLOOM, President

NEW YORK, NY 10011 (P)
212-929-7810
150 5th Ave.
Suite 717
BOB WEILL, Executive Vice President

TRENTON, NJ 08610 (P)
609-896-1700
2930 South Broad Street
RAY CHIMOFF, Executive Vice President

Jackson Paper Co. (D)
P.O. Box 3020
West Jackson Station
JACKSON, MS 39207
601-352-0837
J. B. THOMPSON, JR., President
T. E. ALLEN, Vice President
C. W. BAKER, Vice President, Secretary, Treas.
B. J. GRAVES, Vice President
A. G. EDGAR JR., Vice President
JIM M. WHITE, Vice President, Manager
FRANK CUPIT, Branch Manager

Newell Paper Co. (D)
COLUMBUS, MS 39701
601-327-1467
P.O. Box 1278
J. B. THOMPSON, Chairman Of The Board
T. E. ALLEN, President
B. J. ROBINSON, Vice President, Manager
C. W. BAKER, Vice President, Secretary

MERIDIAN, MS 39302 (D)
601-693-1783
P.O. Box 631
J. B. THOMPSON, Chairman Of The Board
T. E. ALLEN, President, Manager
C. W. BAKER, Vice President

Jedco Paper Corp. (I)
P.O. Box 328
RED LION, PA 17356
717-246-1651
DAVID L. DEHOFF, President
THOMAS FURIA, Treasurer

Jersey Paper Co.
(see Bunzl Corp.)

Johnson Paper & Supply Co. (I)
806 14th Ave. N.E.
MINNEAPOLIS, MN 55413
612-333-6308
RONALD W. JOHNSON, C.E.O.

Johnson Wholesale (I)
P.O. Box 1110
PUNTA GORDA, FL 33951
813-639-2181
ROY W. JOHNSON, President
E. BROWNIE JOHNSON, Treasurer
BRIAN JOHNSON, Sales Manager

Johnston Paper & Pkg. Co., Inc. (I)
21 Allen Street
AUBURN, NY 13021
315-253-8435
MICHAEL D. MAY, Vice President
EILEEN M. MAY, President
D. KRIS MAY, Vice President
TOM LEWIS, General Manager

Jordan Paper Products Inc. (I)
P.O. Box 1289, 701 W. 23rd St.
MUNCIE, IN 47302
317-289-7121
NELSON HEINRICHS, President
DONALD WIMMER, General Manager
BOB BIC, Controller

McMurtry-Martin Papers, Inc. (D)
EVANSVILLE, IN 47732
812-422-1184
P.O. Box 3395
WAYNE R. RAY, President
NELSON HEINRICHS, Chief Executive Officer
THOMAS R. MILLS, Manager
HARRY H. WESTERMAN, Manager

Richards & Simmons, Inc. (I)
COLUMBUS, OH 43215
614-221-6748
260 E. Naghten Street
GARY COX, President
TOM SIMMONS, Sales Manager

Judd Paper Company (D)
P.O. Box 669
HOLYOKE, MA 01041
413-534-5661
WILLIAM JOLICOEUR, President, Treasurer
PATRICIA JOLICOEUR, Assistant Treasurer
ROBERT P. ANDREWS, Vice President-Sales

Kaplan Paper Co. (P)
2700 Fourth Avenue South
SEATTLE, WA 98134
206-622-8223
LEON KAPLAN, Vice President
ARVID HANSEN, General Manager
ROBB GRANGER, Operations Manager
DOUG SHELLEY, Purchasing Manager

BEAVERTON, OR 97006 (P)
503-641-9227
125 S.W. Burlington Drive
ARVID HANSEN, General Manager
STEWART NESTOR, Sales Manager

SEATTLE, WA 98134
206-622-8223
2700 Fourth Ave. South

Katzke Paper Co. (I)
2495 S. Delaware St.
DENVER, CO 80223
303-744-3546
GREGORY C. KATZKE, President
JOSEPH C. GIMBEL, Vice President

Kayboys Empire Paper Co., Inc. (I)
11 Azar Court
BALTIMORE, MD 21227
301-247-5000
HARRY KREITZER, Chairman
MYRON KREITZER, President
ALBERT KREITZER, Vice President

Kaymac Paper Company (I)
1601 Lyte Street
DALLAS, TX 75201
214-742-3171
FRANK W. TILLEY, President
BOB A. BUCHANAN, Vice President
MARY CONSTANCE BECK, Treasurer

Keene Industrial Paper Co. (I)
P.O. Box 645
KEENE, NH 03431
603-352-6405
P. A. CHAMBERLIN, President
M. I. GEORGINA, General Manager
WILLIAM R. O'MEARA, Vice President
M. T. CHAMBERLIN, Treasurer

Keldon Paper Co. (P)
1357 E. 16th Street
LOS ANGELES, CA 90021
213-746-0910
DONALD E. KELLY, President
VIRGINIA KELLY, Vice President
ED LITTLE, Treasurer

Kelly Paper Company (P)
1441 E. 16th Street
LOS ANGELES, CA 90021
213-749-1311
J. ARTHUR KELLY, Chairman
ROBERT CARVELL, President
WILLIAM J. CULLINANE, General Manager & Vice Pres.

Kenny Paper Company (P)
4545 James Place
MELROSE, PARK, IL 60160
312-344-4940
KENNETH J. KENNY, President

Kerr Permian (P)
1521 E. 13 Street
ODESSA, TX 79761
915-337-4046
JACKIE JORDAN, Manager

Killhour Commercial Paper Co., Inc. (D)
7825 Holstein Avenue
PHILADELPHIA, PA 19153
215-365-4004
JAMES W. BARRETT, President
RAYMOND BONINA, Executive Vice President
WILLIAM G. KILLHOUR, Vice President
MELVIN J. SCHWARTZ, Vice President
THOMAS ANDERSON, Controller

G. A. Rinn Paper Co., Inc. (P)
ALLENTOWN, PA 18001
215-435-3584
1101 N. Plymouth Street
ROBERT E. KLINE, Vice President/Sales
GEORGE MILLER, General Manager
THOMAS GOODWIN, Operations Mgr.

Killhour Commercial Paper Co. (D)
YORK, PA 17405
215-365-4004
736 Vander Ave.
DAVID HUGHES, General Manager
DAVID POLYS, Operations Manager

Kirk Paper Co. (P)
6550 E. Washington Blvd.
LOS ANGELES, CA 90040
213-685-7460
WILLIAM M. CLOSE, Chairman of the Board & C.E.O.
WALTER HOWILER, JR., Vice Chairman of the Board
PETER S. VANDERHYDEN, President
P. G. HUCKABEY, Vice President, Development
DENNIS A. BIGGS, Vice President-Sales
EUGENE H. JACOBS, Vice President Management Info. Sys.
ROBERT L. MC PHERSON, Vice President-Marketing Servs.
JOSEPH P. DUNNE, Vice President, Finance & Accounting
PAUL F. GOWER, Controller
BARRY E. MENZEL, Corp. Director of Human Resources
WAYNE W. BUSTLE, Vice President Store Operations
THOMAS J. FOY, Vice President Operations
RUSSELL T. SUN II, Dir. Corporate Planning
BEVERLY J. DAVIS, Manager, Corporate Sales
RONALD W. HANKE, Manager, Sales & Marketing
WILLIAM C. SWISHER, Controller

SAN FRANCISCO, CA 94107 (P)
415-626-8834
1400 Sixth Street
BURRELL JARVIS, Vice President

SAN DIEGO, CA 92123 (P)
619-268-3025
9737 Aero Drive
W. PETER BRINCK, Sales Manager

Knox & Schneider, Inc. (I)
914 West Superior Street
CHICAGO, IL 60622
312-666-9300
HERBERT J. DUNTON, President
NELSON THOMASSON, Senior Vice President
DAVID GOODMAN, Executive Vice President
RONALD DOHR, Vice President
JOHN MURRAY, Vice President
WILLIAM DALY, Treasurer

Koffman Products, Inc. (I)
555 Broadway
P.O. Box 1329
HAVERHILL, MA 01830
617-373-1591
HAROLD HEIFETZ, President
MITCHELL J. KOFFMAN, Vice President
ALLAN T. HEIFETZ, Vice President
JOSEPH B. KOFFMAN, Vice President/Sales Manager
DOROTHY HEIFETZ, Treasurer

Korte Paper Co., Inc. (I)
P.O. Box 11307
FORT WAYNE, IN 46857
219-424-4514
MILDRED V. ROESE, President, Treasurer
GLORIA J. NASH, Vice President
JIM N. NASH, Vice President/Sales Manager

Kranz, Inc. (I)
P.O. Box 1127
RACINE, WI 53405
414-637-9391
RALPH A. NEUBAUER, President
NEAL PELZ, Sales Manager
AL CARLETON, General Manager & Treasurer
ED TUTAS, Sales Manager

ELMHURST, IL 60126 (I)
312-626-5100
920 W. Oak Lawn Avenue
BOB POTVIN, Manager

KANKAKEE, IL 60901 (I)
815-939-1333
1265 Stanford Drive
BOB POTVIN, Manager

BROOKFIELD, WI 53005 (I)
414-783-5710
3480 N. 127th Street
DARRYL KOUTECKY, Manager

Krasny Supply Company, Inc. (I)
538 Milwaukee
CHICAGO, IL 60622
312-733-4920
IRVING NAIDITCH, President
RICHARD AMEND, Vice President
JOE LEWIS, Vice President
JAY JOHNSON, Vice President

The Label Company, Inc.
(see Bunzl Corp.)

Landsberg, Kent H., Company
(see Sunclipse, Inc.)

Lapinson Supply Co. (I)
2825 Ormes St.
PHILADELPHIA, PA 19134
215-423-7100
DONALD LAPINSON, President
MURRAY MARKS, General Manager

La Salle Paper Co. (P)
4170 Bandini Blvd.
LOS ANGELES, CA 90023
213-269-1131
ROBERT D. COLE, President
ROBERT L. QUICK, Executive Vice President
GLENN L. WENNEN, Controller
HARRY S. COLE, Treasurer
TAK KAWAHARA, Vice President/Merchandising Manager
COLIN C. CLARKE, Marketing Manager
JAMES F. BAKER, Sales Adm. Manager
CARL ROBERTS, Credit Manager
PAUL GOSNELL, General Manager, Paper Centers

LaSalle Messinger Paper Co.
(see Paper Corp. of America)

Lee Paper Company, Inc. (I)
5010 Kemper
ST. LOUIS, MO 63139
314-771-7300
LEE QUERNHEIM, President
FLOYD TADDEUCCI, Vice President
SONDA QUERNHEIM, Treasurer

Lehigh Valley Paper Company
(see Carter Rice)

Leland Paper Co. Inc. (I)
P.O. Box 2071
178 Maple St.
GLENS FALLS, NY 12801
518-792-0949
DARWIN E. LELAND, President, Treasurer
RICHARD E. LELAND, Vice President

Lemac Packaging Inc. (I)
P.O. Box 7247
ERIE, PA 16510
814-453-7652
GERALD [illegible] LEE, President
DENNIS MC KANE, Vice President
HERB DOWN, Sales Manager
JOANNE LEE, Treasurer

Leonard Paper Company (I)
4200 East Monument Street
BALTIMORE, MD 21205
301-563-0800
CHARLES B. LEONARD, JR., President
DANIEL D. LEONARD, Executive Vice President
L. GENE CROCETTI, JR., Vice President Of Sales
ELIZABETH LEONARD CARROLL, Secretary/Treasurer
KENNETH WILLIAMS, Vice President Operations

Leslie Packaging
(see Leslie Paper)

Lesco Paper & Box Company (I)
"G" & Wyoming Avenue
PHILADELPHIA, PA 19120
215-537-0700
LESTER H. LEVIN, Chairman Of The Board
STEPHEN L. LEVIN, President
MARC P. FISHBEIN, Vice President

Leslie Paper (D)
P.O. Box 1351
MINNEAPOLIS, MN 55440
612-540-0700
JAMES H. LESLIE, Chief Executive Officer
DAREL B. ANDERSON, President
THOMAS R. JORGENSON, Vice President
HOWARD HANSON, Vice President

LENEXA, KS 66215 (P)
913-541-8181
14912 West 101st Terrace
L. L. MC MENUS, Vice President-Regional Mgr.
DONALD BOSWELL, Regional Operations Mgr.

L

DES MOINES, IA 50306 (P)
515-263-9500
Box 5108
TOM PEIFER, Vice President/Regional Mgr.
JASON GRIMES, Regional Operations Mgr.

MINNEAPOLIS, MN 55440 (P)
612-781-6611
P.O. Box 1223
H. D. HALLIWILL, VP/Regional Operation Mgr.
BARRY S. SMITH, VP/Regional Manager

DALLAS, TX 75229 (P)
214-351-6699
2830 Merrell Road
BILL MITCHELL, Vice President, Regional Mgr.

MADISON, WI 53713 (P)
608-274-4580
2823 Index Drive
JOHN HUTCHINSON, VP Regional Mgr.

Leslie Paper (P)
DES PLAINES, IL 60018
312-635-0800
444 Howard Ave.
DENNIS LA MONTAGNA, VP and Regional Mgr.
JAMES JAHAKE, VP/Operations Mgr.
WARREN KRAMER, Sales Manager

BUTLER, WI 53225
414-781-1480
12855 W. Silver Springs Dr.
JOHN HUTCHINSON, Vice President & Regional Mgr.
WILLIAM LEWANDOWSKI, Regional Operations Mgr.
OWEN PERRY, Sales & Marketing Manager

OMAHA, NB 68127
8006 J. Street

SIOUX FALLS, SD 57102
605-336-9775
111 E. 11th St.

FARGO, ND 58107
701-235-4237
P.O. Box 47

APPLETON, WI 54911
414-734-6500
2530 Everett St.

ROCKFORD, IL 61125
815-968-0203
P.O. Box 6044

ROCK ISLAND, IL 61201
309-786-7702
811 2nd Ave

Leslie Packaging (P)
ST. PAUL, MN 55112
612-636-9741
410 W. County Road D
JOHN HOFFMAN, Branch Manager

Lewmar Paper Co. (P)

25K South 31st Street
KENILWORTH CITY, NJ 07033
201-589-2800
WILLIAM L. OSTROFF, President
HAROLD BERSON, Executive Vice President
MARTIN OSTROFF, Secretary Treasurer
JEFF OSTROFF, Vice President

Liberty Paper Company (I)

a Division of J. Liberman, Co., Inc.
P.O. Box 27
BAYONNE, NJ 07002
201-823-1100
PAUL HIRSCH, President
JOEL J. FARKAS, Secretary/Treasurer

Liberty Paper & Bag Co.

(see Bunzl Corp.)

Liberty Paper Company

(see Liberman, J., Co., Inc.)

Lind Paper Co.

(see Affiliated Paper Companies)

Lindenmeyr Central

(see Lindenmeyr Paper Corp.)

Lindenmeyr National Corp.

(see Lindenmeyr Paper Corp.)

Lindenmeyr Paper Corp. (P)

53-01 Eleventh Street
LONG ISLAND CITY, NY 11101 (P)
718-392-4400
LEONARD B. SCHLOSSER, Chairman
ALFRED M. SCHLOSSER, President
DAVID H. COLE, Senior Vice President
THOMAS F. COOKE, JR., Vice President, Administration
STANLEY I. POLLARD, Vice President
MITCHELL MAKE, Comptroller
JOSEPH MILLNER, Treasurer
GEORGE C. HARRIS, Vice President & Sales Manager

EAST HARTFORD, CT 06108 (P)
203-289-6444
Box 8408 42 Rumsey Road
FORBES S. WARREN, Vice President

STONYCREEK, CT 06405 (P)
203-865-8160
28 School Street

CANTON, MA 02021 (P)
617-821-2550
320 Turnpike Street
STEPHEN O WRIGHT, Vice President
F. P. LEIST, Vice President

RUTHERFORD, NJ 07070 (P)
201-935-2900
301 Veterans Blvd.
LAWRENCE R. PASBACH, Sales Manager

PHILADELPHIA, PA 19123 (P)
215-235-9000
191 Wallace Street
JOHN F. KING, President
EDWARD W. O'DRISCOLL, Executive Vice President
THOMAS W. PRICKETTE, Sales Manager
B. ROBERT KOLBER, Manager

LANCASTER, PA 17601 (P)
717-393-2111
3041 Industry Drive
A. DALE ROHRER, Branch Manager

CHICAGO, IL 60611 (P)
312-222-1890
444 North Michigan Ave.
JAMES G. MC LAREN, Vice President

Lindenmeyr Central (P)
NEW YORK, NY 10016
212-818-9199
90 Park Ave.
ALAN W. KAVASCH, Senior Vice President

Lindenmeyr National Corp. (P)
RUTHERFORD, NJ 07070
800-523-3270
301 Veterans Blvd.
ALFRED SCHLOSSER, President
C. MITCHELL PENNINGTON, Vice President

PHILADELPHIA, PA 19123 (P)
215-235-9000
191 Wallace St.
C. MITCHELL PENNINGTON, Vice President

Little Rock Paper Co. (D)

P.O. Box 9570
LITTLE ROCK, AR 72219
501-565-8421
LAWRENCE R. MOFFETT, President
HARRY E. AMBROSE, Vice President
JERRY DUNN, Accounting Dept. Mgr.
HAROLD LIND, Sales Manager Industrial Paper
GREGORY B. MOFFETT, Dir. of Purchasing
LOU CRAWLEY, Office Manager

Louisville/Southeastern Paper

(see Distribix, Inc.)

Lowe Packaging Services, Inc. (I)

2215 29th Street S.E. #A-1
GRAND RAPIDS, MI 49508
616-243-4445
JOHN W. LOWE, President
KATHLEEN B. LOWE, Vice President

Lyons & Morrison Paper Co.

(see WWF Paper Corp.)

MacCollum Paper Company (P)

P.O. Box 33220
INDIANAPOLIS, IN 46203
317-787-8291
MARTIN W. MACCOLLUM, President
HARRY K. MCDANIEL, Executive Vice President
DAVID E. GARR, Vice President/Oper

MacKinnon Paper Company Inc. (P)

P.O. Box 12
MOBILE, AL 36601
205-666-8175
LADALTON HARBOUR, Vice President

Mac-Pak

(see Bunzl Corp.)

Mac Papers, Inc. (P)

3350 Phillips Highway
P.O. Box 5369
JACKSONVILLE, FL 32207
904-396-5312
FRANK S. MCGEHEE, President
THOMAS R. MCGEHEE, Chairman of The Board
HERMAN A. GRIFFIN, Executive Vice President
JERRY SHANE, Vice President-Purchasing
F. SUTTON MCGEHEE, Vice President
DAVID S. MCGEHEE, Vice President
JEFF ASHCRAFT, Vice President
PAT PATTERSON, Vice President Finance
BILL DUPREE, Treasurer

ATLANTA, GA 30336 (P)
404-691-2255
P.O. Box 43506
JERRY LEE, General Manager
STEVE BETHEA, Sales Manager

COLUMBUS, GA 31902 (P)
404-324-3668
P.O. Box 1280
Manager

JACKSONVILLE, FL 32207 (P)
904-396-5312
P.O. Box 5369
BILL HARRIS, Manager

MIAMI, FL 33169 (P)
305-624-8561
P.O. Box 6903580-Norland Br
ED MCGRAW, Sales Manager
CARL GRIFFIN, General Manager

ORLANDO, FL 32809 (P)
305-855-0070
P.O. Box 13115a
GEORGE KIRBY, Manager

TALLAHASSEE, FL 32304 (P)
904-576-1121
P.O. Box 2725
EARL BOORTZ, Manager

TAMPA, FL 33619 (P)
813-247-3461

TAMPA, FL 33619 (P)
813-247-3461
P.O. Box 5657
DAVE MILLEMAN, General Manager
JIMMIE HAMMITT, Sales Manager

BIRMINGHAM, AL 35233 (P)
205-251-3121
P.O.Box 2422
PHIL YONGE, Manager

MONTGOMERY, AL 36104 (P)
205-263-0581
520 Air Base Blvd.
REX SMITH, Manager

GREENVILLE, SC 29606 (P)
803-271-8830
P.O. Box 5128-Sta. B
DONNIE BROOKS, Manager

FORT MILL, SC 29715 (P)
803-548-1400
148 Flint Hill Road
Box 747
PETE ROUNDS, Branch Manager

Magnolia Paper & Janitor Supply (I)
4871 Summer Ave.
MEMPHIS, TN 38122
901-683-5796
CHARLES E. MCCOMMON, Vice President
SUSAN L. PANNELL, Treasurer
WILLIAM T. MCDOWELL, Sales Manager

Majestic Paper Corp.
(see Gould Paper Corp.)

Manatee Paper Company (I)
905 Manatee Avenue East
BRADENTON, FL 33508
813-748-0484
J. W. ELLERBEE, President
BEVERLY F. ELLERBEE, Treasurer
BARBARA OLSON, Vice President Purchasing

Manchester Paper Supply Co.
(see Carter Rice)

Mandler Paper Co. (I)
80 Evergreen Ave.
BROOKLYN, NY 11206
718-919-5000
STEWART A. MANDLER, President

Manslo Supply Corp. (I)
90 Grove Avenue
NEW ROCHELLE, NY 10801
914-636-5072
SAUL OGMAN, President

Marfred Industries (I)
12708 Branford Street
P.O. Box 2048
SUN VALLEY, CA 91353-2048
818-896-0550
MARVIN FENSTER, President
FRED FENSTER, Treasurer
JERRY WEISSMAN, Vice President
JOHN STEELE, General Sales Manager
DENIS SHILLAN, Senior VP/Dir. of ReDistrib. Sales

LAKEVIEW TERRACE, CA 91342 (I)
818-896-3449
12450 Foothill Boulevard
BARRY RIDEL, Acting General Manager

NO. HOLLYWOOD, CA 91605 (I)
818-765-5015
12323 Sherman Way
BILL GROSSMAN, General Manager

BUENA PARK, CA 90620 (I)
714-739-5734
7700 Orangethrope Ave #9
SAM GIESY, Sales Manager

Marking Development Corp. (I)
467 Mundet Pl.
HILLSIDE, NJ 07205
201-688-3400
ELLIOT KALLEN, President
LILY KALLEN, Vice President

Marks Paper Company (P)
1801 L & A Road
METAIRIE, LA 70001
504-832-1801
ALAN H. ROSENBLOOM, President
SAM A. MARKS, Chairman Of The Board
ALLEN MARKS, Executive Vice President

Marquardt & Company
(see Central Paper of NJ)

Marvin Envelope and Paper Co. (P)
2040 West North Avenue
CHICAGO, IL 60647
312-489-3300
SAMUEL S. CAPLAN, Chairman Of The Board
GORDON M. CAPLAN, President
JAY SHAPIRO, General Manager
JOE WALLER, Sales Manager

AAA Papers (P)
CHICAGO, IL 60647
312-489-3300
2048 W. North Avenue

Matera Paper Company (I)
P.O. Box 200184
SAN ANTONIO, TX 78220-0184
512-337-8430
JOHN RICHARDSON, Vice President
J. B. STEVENS, Vice President
JOHN RICHARDSON, Vice President/General Manager
V. J. MOORE, Vice President, Merchandising

ODESSA, TX 79761 (I)
915-332-9035
2365 Production
RAY OWSLEY, Branch Manager

ABILENE, TX 79602 (I)
915-677-2943
101 Oak Street
FRANK DEVASTO, Branch Manager
LLOYD ROBERTS, Sales Manager

AUSTIN, TX 78704 (I)
512-443-1999
403 E. Ben White
JOHN RICHARDSON, Manager

Matthias Paper Corp. (D)
P.O. Box 278
YEADON, PA 19050
215-284-2211
CHARLES A. DANDO, Executive Vice President
JOHN R. MATTHIAS, President
KIRBY J. SCOTT, Treasurer
WARREN W. STORCK, General Manager

WESTFIELD, MA 01085 (D)
413-568-9070
90 Elm Street
PHILIP K. O'DONNELL, Vice President

HIGH POINT, NC 27261 (D)
919-434-2166
P.O. Box 2193
J. ROBERT LITTLE, Vice President

Mayer Myers Paper Co. (I)
P.O. Box 410
MEMPHIS, TN 38101
901-948-5631
MALCOLM LEVI, Chairman Of The Board
KENNETH LEVI, President
LOUIS BYALL, Executive Vice President
HARRY PREST, Vice President
JOHN CORTESE, Vice President Sales

Mayfield Paper Company (I)
P.O. Box 3889
SAN ANGELO, TX 76902
915-653-1444
J. STANLEY MAYFIELD, President

ODESSA, TX 79761 (I)
915-333-4118
2321 E. Second
STEVE LAWLIS, Branch Manager

LUBBOCK, TX 79415 (I)
806-765-6565
1801 Fourth Street
BARBARA SMITH, Branch Manager

McAuliffe Industrial Division (I)
P.O. Box 848
BURLINGTON, VT 05401-0848
802-658-4444
PATRICK S. ROBINS, President
DONALD A. COMPANION, Vice President
LAWRENCE J. WALSH, JR., Treasurer

McFarlaneson & Hodgson (P)
200 Deslauriers St.
ST. ALURENT, QUEBEC
514-331-8610
M. FELTON, General Manager
J. LEMIEUX, General Sales Manager
P. CORRIVEQU, Controller

DARTMOUTH, N.S. B3B 1C8 (P)
902-463-1631
42 Borden Avenue
A. WEBSTER, Branch Manager

ST. JOHNS, NEWFOUNDLAND A1C 5L7 (P)
709-368-2108
Topsail Road
R. RYAN, Branch Manager

SHERBROOKE, QUEBEC J1L 1X7 (P)
819-569-9737
495 Boucherville
MARC CARETTE, Branch Manager

McGinnis Independent Paper Co. (D)
S. 124 Wall Street
SPOKANE, WA 99204
509-747-3133
ELIZABETH D. MCGINNIS, President
STACY MCGINNIS, Vice President
MARC AKIYAMA, Sales Manager
PATRICIA A. JOHNSTON, Treasurer
MICHAEL R. MCGINNIS, Vice President

SPOKANE, WA 99205 (D)
509-327-9581
N. 2320 Atlantic
GEORGE NEWSOM, Branch Manager

McMahon Paper Co., Inc. (I)
P.O. Box 10162
FORT WAYNE, IN 46850
219-422-3491
WILLIAM C. MCMAHON, President
DANIEL F. FULKERSON, Executive Vice President
FRANCES C. MCMAHON, Vice President

M

McMurtry-Martin Papers, Inc.
(see Jordan Paper Products, Inc.)

McShane Packaging (I)
59-63 Mine Brook Road
P.O. Box 950
BERNARDSVILLE, NJ 07924 0950
201-953-0200
DAVID R. MCSHANE, President
F. BUD HARTE, Vice President
FRED SPOTTS, Vice President
ARTHUR FRISCH, Treasurer

D. J. Mead, Inc. (D)
1411 William Street
BUFFALO, NY 14206
716-856-5842
PHILIP J. MEAD, President
PETER R. TRAVERS, Treasurer
ROBERT T. FITZGERALD, Vice President/Printing Paper
STEVE SZABO, General Sales Manager

HORSEHEAD, NY 14845 (D)
607-739-0356
P.O. Box 226
WILLIAM ABEL, Manager
RICK KEYES, Sales Manager

Mead Distributors (D)
Courthouse Plaza NE
Dayton, OH 45463
513-222-6323
JOHN E. FRANZ, President
KURT RENICK, Vice President
F. J. GOLLINGS, Controller

Mead Merchants (D)
Courthouse Plaza NE
DAYTON, OH 45463
513-222-6323
FRED ROBBINS, President
C. R. CRESCI, Vice President-Administration
P. L. MORRIS, Vice President-Human Resources
ROGER FARLEY, Manager-Education & Develop.
JIM OSTERBROCK, Marketing Manager

PITTSBURGH, PA 15203 (D)
412-481-2800
South 17th & Merriman Sts.
C. D. JOHANNESEN, General Manager

TAMPA, FL 33675 (D)
813-623-3561
P.O. Box 75200
MERLE B. IMPSON, President
JACK GEORGE, Vice President, Administration

ORLANDO, FL 32855-5276 (D)
305-422-3000
P.O. Box 555276
R. L. MCWILLIAMS, Vice President & General Mgr.

NASHVILLE, TN 37210 (D)
615-259-9575
P.O. Box 100069, South Station
M. F. SIGWARD, President
A. L. DANNA, V.P. Administration

BIRMINGHAM, AL 35202 (D)
205-942-1516
P.O. Box 10921
J. L. GARDENHIRE, General Manager

KNOXVILLE, TN 37939 (D)
615-584-0799
P.O. Box 11668
J. M. GILLEY, General Manager

MEMPHIS, TN 38118 (D)
901-363-8225
4821 Cromwell Avenue
L. E. JONES, General Manager

ATLANTA, GA 30336 (D)
404-696-8952
P.O. Box 43366
4490 Commerce Circle
K. J. MCCLAMROCH, General Manager

CHATTANOOGA, TN 37421 (D)
615-899-2340
2115 Chapman Rd.
Suite 123
J. M. GILLEY, General Manager

JACKSONVILLE, FL 32205 (D)
904-786-6000
1030 N. Ellis Rd.
J. R. SOUTH, V.P. & General Mgr.

AKRON, OH 44319 (D)
216-644-8875
760 Killian Road
D. A. WATTS, V.P. & General Mgr.

DETROIT, MI 48228 (D)
313-931-1200
14451 West Chicago
THOMAS J. WEISENBACH, President
A. J. MESZAROS, JR., Vice President-Administration

FLINT, MI 48502 (D)
313-239-7633
2211 Lapeer Road
LEN HOOSE, General Manager

KALAMAZOO, MI 49002 (D)
616-329-1338
8132 Merchants Place
R. S. MASQUELETTE, V.P. & General Mgr.

FINDLAY, OH 45840 (D)
419-423-3665
2000-C Fostoria Road
D. E. TURNER, Vice President & General Mgr.

CINCINNATI, OH 45214 (D)
513-681-2600
3131 Spring Grove Avenue
P.O. Box 145448
GEORGE T. JEWETT, President
ROBERT N. WRIGHT, Vice President Marketing

COLUMBUS, OH 43227 (D)
614-258-9585
P.O. Box 27200
S. H. BRIDGE, Vice President & General Mgr.

CLEVELAND, OH 44146 (D)
216-292-5700
26401 Richmond Road
BERNARD J. RILEY, President
J. R. SUSTERSIC, V.P. Administration

LOUISVILLE, KY 40219 (D)
502-964-6451
1101 Industrial Boulevard
LAWRENCE BRESKO
General Mgr.

DAYTON, OH 45409 (D)
513-293-7212
2551 Lance Drive
R. W. SCHUERMANN, Vice President & General Mgr.

GRAND RAPIDS, MI 49508 (D)
616-957-3210
3533 Patterson St. S.E.
R. J. MOLL, General Manager

MINNEAPOLIS, MN 55413 (D)
612-331-2417
2407 East Hennepin Ave.
CLARK D. HALING, Vice President & General Mgr.

OKLAHOMA CITY, OK 73101 (D)
405-235-1391
P.O. Box 1125
R. D. ROST, General Manager

TULSA, OK 74101 (D)
918-446-1641
P.O. Box 30
S. K. STEPHENS, Vice President & General Mgr.

INDIANAPOLIS, IN 46241 (D)
317-244-6881
5620 Dividend Drive
JAMES V. TRAVIS, General Manager

HARTFORD CITY, IN 47348 (D)
317-348-2500
1000 East Grant Street
H. C. KEMPS, Vice President & General Mgr.

HILLSIDE, IL 60162 (D)
312-379-9101
125 Fencl Lane
WILLIAM D. LAWRENCE, President
R. J. TIMM, Vice President-Administration
H. W. RUFF, V.P. Area Packaging

KANSAS CITY, MO 64116 (D)
816-421-7140
405 East 14th Avenue
C. D. PEARSON, Vice President & General Mgr.

ST. LOUIS, MO 63166 (D)
314-652-3525
601 South Edwin Avenue
LAWRENCE A. SCHAEFER, Vice President & General Mgr.

Virginia Paper Company (P)
RICHMOND, VA 23294-1374
804-747-0200
3990 Gaskins Rd.
P.O. Box 31374
JAMES S. HUNTER, President
JOHN C. EMORY, V.P. Admin.
MICHAEL L. ALLEN, Vice President-Marketing
ROBERT W. VICK, V.P. Human Resources

LANDOVER, MD 20785 (P)
301-341-1400
3310 75th Avenue
P.O. Box 1220
P. F. JUNGHANS, Branch Manager

ATLANTA, GA 30318 (P)
404-351-8533
2281 De Foor Hills Road NW
ROBERT FENING, Region Manager
GEORGE L. COLLEY, Branch Manager

CHARLOTTE, NC 28219 (P)
704-527-3774
4021 Rose Lake Dr.
P.O. Box 19248
MICHAEL R. GOODSON, Branch Manager

COLUMBIA, SC 29211 (P)
803-771-7810
756 Rosewood Drive
P.O. Box 11420
ROBERT W. KRAMER, Branch Manager

GREENSBORO, NC 27419 (P)
919-299-9750
3707 Alliance Drive
P.O. Box 18367
R. L. NEILL, Branch Manager

JACKSONVILLE, FL (P)
(See MEAD MERCHANTS)

MIAMI, FL 33152 (P)
303-592-9670
1601 N.W. 72nd Avenue
P.O. Box 520008
LAURIE N. HARRILL, Branch Manager

ORLANDO, FL 32808 (P)
305-295-7810
3717 Mercy Star Court
E. M. FRAME, Branch Manager

RALEIGH, NC 27609 (P)
919-872-7210
3600 Tarheel Drive
BERRY J. FITZHUGH, Branch Manager

RICHMOND, VA 23230 (P)
804-358-1421
2100 Tomlynn St.
P.O. Box 6707
A. W. STALNAKER, Branch Manager

TAMPA, FL (P)
(See MEAD MERCHANTS)

VIRGINIA BEACH, VA 23450 (P)
804-468-0200
2800 Crusader Circle
P.O. Box 2869
J. J. HUGHES, Manager

Mead Merchants-Fine Papers Division (P)
LITTLE ROCK, AR 72219
501-562-2448
6210 Dividend St.
BILL SNYDER, Branch Manager

Fine Papers of Rogers (D)
ROGERS, AR 72756
501-631-1155
557 N. 13th Street

WILLIAM H. SNYDER, JR., Branch Manager

Packaging Associates Co. (D)
LITTLE ROCK, AR 72204-2498
501-663-1050
1601 Westpark Dr., Suite 3
RON DAVIS, Branch Manager

JACKSON, MS 39201 (D)
601-354-4598
490 Julianne Bldg. A-1
RON DAVIS, Branch Manager

Southern Business Products (D)
RICHMOND, VA 23230
804-358-0408
2100 Tomlynn St.
P.O. Box 11246
THOMAS C. RICHARDS, Branch Manager

Southern Paper Co. (P)
CHATTANOOGA, TN 37401
615-624-3384
2005 Riverside Dr.
P.O. Box 6007
TOM FRANCESCON, Branch Manager

LOUISVILLE, KY 40226 (D)
502-267-8040
11155 Bluegrass Parkway
TIM O'DEA, Sales Manager

Southern Paper Co.
KNOXVILLE, TN 37901
615-523-8127
1907 Grand Ave.
MIKE POWELL, Manager

LEXINGTON, KY 40511
606-254-7795
1079 Majaun Rd.
FRAN KEEFE, Branch Manager

Weaver Paper Company (P)
MONTGOMERY, AL 36101
205-263-0274
1300 Kershaw St.
P.O. Box 4309
R. WAYNE GLASSCOCK, Branch Manager

Zellerbach Paper Co.
3130 Crow Canyon Place
SAN RAMON, CA 94583
415-866-5000
J. SAWKA, President
P. L. FERRIS, Vice President-Admin.
F. D. SIMONSEN, Exec. Vice President Marketing

DENVER, CO 80239 (D)
303-371-9700
12770 East 39th Avenue
R. W. LENERTZ, Area President

GREAT FALLS, MT 59401 (D)
406-761-3550
First Ave. N. & Great Northern Tracks
Box 2005
J. J. MARTINE, Branch Manager

BAKERSFIELD, CA 93309 (D)
805-324-4901
4450 Easton Dr
S. J. KAMPSEN, Branch Manager

FRESNO, CA 93725 (D)
209-223-7201
4603 E. Vine Street
G. L. VAN AALSBURG, Branch Manager

EUREKA, CA 95501 (D)
707-442-6428
1030 W. Del Norte Street
D. D. MEYER, Branch Manager

HONOLULU, HI 96819 (D)
808-848-1071
2250 Alahao Place
GEOFFREY C. PEARSON, Branch Manager

LAS VEGAS, NV 89103 (D)
702-736-8519
3250 W. Harmon Avenue
C. HENSLEY, Branch Manager

LOS ANGELES, CA 90023 (D)
213-268-5500
4000 E. Union Pacific Ave.
A. D. MATTOX, Area President
C. E. GOTTESMAN, V.P. Sales/Mktg. Printing
G. E. KINZIE, V.P. Sales/Marketing Indust.
C. R. ZELLERBACH, V.P. Admin.

SACRAMENTO, CA 95814 (D)
916-441-6761
1100 Richards Blvd.
G. P. ROBERTS, Manager-Printing
W. V. TRUITT, Manager-Industrial

SALT LAKE CITY, UT 84115 (D)
801-484-4461
2255 South Third Street
A. W. GOUZENE, Manager-Printing

NATIONAL CITY, CA 92050 (D)
619-262-1161
1010 W. 19th Street
G. F. CIAMPA, Manager-Industrial

SANTA MARIA, CA 93456 (D)
805-922-5841
941 West McCoy Lane
ROBERT S. ORACH, Branch Manager

S. SAN FRANCISCO, CA 94080 (D)
415-589-5577
245 So. Spruce Avenue
D. L. RHODES, Area President
L. F. COLEMAN, Manager-Industrial
P. H. LEIBER, Manager-Printing
H. TAKEMOTO, Controller

STOCKTON, CA 95205 (D)
209-466-6744
1551 No. Broadway
R. M. MARTINELLI, Branch Manager

ANCHORAGE, AK 99501 (D)
907-276-3344
1848 Ship Avenue
C. K. PERRY, Branch Manager

BOISE, ID 83704 (D)
208-375-1722
101 North Cole Road
M. J. SMITH, Branch Manager

PORTLAND, OR 97220 (D)
503-255-2121
9111 NE Columbia Blvd
R. W. SACCONAGHI, Manager-Industrial
R. W. VAN GORP, Controller

SEATTLE, WA 18108 (P)
206-764-5000
6301 Airport Way So.
A. S. GRALNICK, Area President

SPOKANE, WA 99220 (D)
509-535-2455
E. 3530 Ferry at Freya
J. B. LOFSTEDT, Branch Manager

WALLA WALLA, WA 99362 (D)
509-525-6750
1225 W. Poplar Street
DONALD L. KEEN, Branch Manager

WENATCHEE, WA 98801 (D)
509-662-5169
1751-C No. Wenatchee Avenue
M. F. CONNOLLY, Branch Manager

YAKIMA, WA 98901 (D)
509-453-6548
915 Rock Avenue
WILLIAM S. STURGEON, Manager
MIKE CONNOLLY, Branch Manager

EUGENE, OR 97401 (D)
503-442-6428
345 Lincoln Street
S. J. DESGROSELLIER, Branch Manager

GLENDALE, AZ 85301
602-934-3431
4710 W. Camelback Rd.
J. CLARK, Manager
J. L. ROBINSON, Manager

SPARKS, NV 89431
702-358-7024
950 United Circle
M. D. HARRIS, Manager

The Mellocraft Company
(see CDA Distributors)

Michigan Paper Company (P)
3155 W. Big Beaver Rd.
Suite 109
TROY, MI 48084
313-649-4830
JOHN V. BONANDER, President
RENEE M. CODEN, Vice President/ Treasurer

Mid-Continent Paper Co.
(see Paper Corp. of America)

Midwestern Paper Co.
(see Western Paper Company)

Millar, George W., & Co.
(see GWM Industries, Inc.)

Millcraft Paper Co. (P)
6800 Grant Avenue
CLEVELAND, OH 44105
216-441-5500
CHARLES L. MLAKER, JR., President
WILLIAM E. ECKENBRECHT, Vice President
LEONARD B. HORNING, Controller
BARRIE KAYE, Treasurer/Financial Operations Manager

CUYAHOGA FALLS, OH 44221 (P)
216-929-4434
1380 Main Street
JAMES R. WHEELER, General Manager

CLEVELAND, OH 44105 (P)
216-441-5500
6800 Grant Avenue
LAWRENCE E. KOVERMAN, General Manager

COLUMBUS, OH 43085 (P)
614-436-0101
7461 Worthington-Galena Road
W. F. HOSKET, General Manager

ERIE, PA 16509 (P)
814-825-3070
6123 Wattsburg Road
JACK TIRPAK, General Manager

TOLEDO, OH 43602 (P)
419-243-9221
402 Hamilton Street
ROBERT J. LITZER, General Manager

Miller Paper Co.
(see Hubbs & Howe Co., Inc.)

Monarch Box & Paper Co. (I)
2600 S. Loomis Street
CHICAGO, IL 60608
312-376-7750
MORTON E. MESSER, President
PHILLIP L. MESSER, Vice President
ROBERT MESSER, Treasurer
FRANK ANDERSON, Sales Manager

Monarch Paper Co.
(see Paper Corp. of America)

Montrose Paper, Inc. (I)
1030 West North Avenue
CHICAGO, IL 60622
312-266-0200
NATHAN T. ROSENBERG, President & Treasurer
MARION J. ROSENBERG, Vice President
STUART L. ROSENBERG, Sales Manager

Monumental Paper Co. (I)
2201 Eagle Street
BALTIMORE, MD 21223
301-945-1370
SOLL L. SELKO, President
ALAN DORENFELD, Vice President
J. LEO LEVY, K JR., Vice President
BRAD SELKO, Vice President
MILDRED SELKO, Treasurer

M

Mooney-General Paper Co., Inc. (I)
1451 Chestnut Avenue
HILLSIDE, NJ 07205
201-925-3800
GARY J. RIEMER, President
EUGENE MOVSHIN, Executive Vice President
FRED RAPPOLD, Vice President
WILMA FRIEDBERG, Treasurer
STEVEN FRIEDBERG, Sales Manager

Moore Paper Company (D)
P.O. Box 805
HOUSTON, TX 77001
713-228-9191
GENE G. MOORE, President
GREGORY C. MOORE, Vice President
DAVE FOWLER, Vice President Sales
LARRY ALLEN, Sales Manager
KEN MARTIN, Sales Manager

DALLAS, TX 75229-3127 (D)
214-869-1414
1801 Royal Lane Ste. 1000
WAYNE SHOFFIT, Branch Manager
JEFF HIGGINS, Sales Manager

AUSTIN, TX 78746 (D)
512-472-1178
P.O. Box 160938
GENE G. MOORE, II, Vice President

Morris-Bancroft Paper Co.
(see Bancroft Paper)

Morrisette Paper Company (I)
P.O. Box 20347
GREENSBORO, NC 27420
919-373-1644
WILLIAM F. MORRISETTE, President
NANCY P. MORRISETTE, Treasurer

HICKORY, NC 28601 (I)
704-322-3650
P.O. Box 3464
NITA MEECHAM, Manager

RALEIGH, NC 27611 (I)
919-834-4455
P.O. Box 27947
JIM COVINGTON, Manager

Paper Development Corp. (I)
REIDSVILLE, NC 27320
919-342-5570
P.O. Box 786
CARLYLE RAYBON, Manager

Morris Paper Company
(see CDA Distributors)

Mt. Ellis Paper Company, Inc. (I)
P.O. Box 4083
NEWBURGH, NY 12550
914-562-4200
SEYMOUR KAPLOWITZ, President
MILTON CANTOR, Vice President
CLIFF KAPL[illegible], Treasurer

Mudge Paper Co. (D)
1211 Bernard Drive
BALTIMORE, MD 21223
301-233-3200
DONALD G. SHIELDS, President
JOHN C. EATON, Vice President
EUGENE F. WEISSER, Vice President
SAM OLDERSHAW, Vice President/ Gen. Mgr.
C. W. MANN, JR., Treasurer

YORK, PA 17405 (D)
717-767-6618
1-83 Industrial Park
EUGENE F. WEISSER, Vice President/ Gen. Mgr.

LANDOVER, MD 20785 (D)
301-772-2600
2003 Beaver Road
JOHN C. EATON, Vice President/Gen. Mgr.

Muller & Wegener Sarl (D)
21, rue de Hollerich
1741-LUXEMBOURG 48 49 49
FRANCOISE CERF-MULLER, Gerante

D.F. Munroe Company (D)
One Second St.
PEABODY, MA 01960
617-595-4006
DAVID F. BLACKMAN, Chairman
ARTHUR W. ANDERSON, President
ANTHONY W. SORGE, Executive Vice President
JOHN F. BLACKMAN, JR., Treasurer
PETER BLACKMAN, Vice President
JOSEPH DUCHARME, Vice President
FRANK HALEY, Vice President
JIM McCARTHY, Vice President
TONY RUTKOSKY, Vice President
WILLIAM SINATRA, Vice President
NORMA LEDOUX, Vice President

WILMINGTON, MA 01887 (D)
617-944-4750
351 Middlesex Avenue
EARL EFINGER, Vice President

MANSFIELD, MA 02048 (D)
617-339-6161
Route 106
JOHN P. FINLAY, Vice President

BRIDGEPORT, CT 06607 (D)
203-289-3484
310 Box 4157
ANTHONY SORGE, Vice President

BRIDGEPORT, CT 06607-0157 (D)
203-332-0702
310 Bishop Avenue
ANTHONY SORGE, Vice President

WESTBROOK, ME 04092 (D)
207-227-1526
P.O. Box 335
SANSOM SIVOVLOS, Manager
EARL EFINGER, Vice President

MANCHESTER, NH 03103 (D)
603-627-1320
444 East Industrial Park Drive
DAVID MANNING, Manager
EARL EFINGER, Vice President

Murnane Paper Company (P)
607 Northwest Avenue
NORTHLAKE, IL 60164
312-449-1200
J. HOBIE MURNANE, President
PETER J. HALLIGAN, Vice President
ROBERT P. WALSH, Vice President
GERARD J. MALONE, Vice President
FRANK J. MURNANE, Treasurer

Murphy Paper Co., Inc. (I)
195 Reading Street
BUFFALO, NY 14220
716-825-5200
K. GEORGE KROHN, President

David Mussett Ltd (P)
44 Holland Street
LONDON SEL 9JT, ENGLAND
01-928-4672
J. MUSSETT, Director

Turner Poyer Ltd. (P)
LONDON SE1 9HY, ENGLAND
01-928-0560
77 Bankside
S. G. WATERS, Managing Director

Mutual Paper Company A Division of Wittcoff Paper Co. (I)
202 Coffey Street
BROOKLYN, NY 11231
718-858-9000
EDWARD WITTCOFF, President
MARK WITTCOFF, Executive Vice President
GARY DUBRO, Vice President, Converting S.P
LINDA ALHANTE, Vice President/ Purchasing
DOROTHY MELNICK, Controller
DORIS RUBIN, Vice President, Sales

Nagel Paper & Box Co. (I)
P.O. Box 1567
SAGINAW, MI 48605
517-753-4405
MARTIN H. STARK, Chairman Of The Board
E.P. STANSBURY, President
K. ABBENANTE, Manager

Nat. Association of Paper Merchants (D)
3 Plough Pl. Fetter Lane
LONDON EC4A 1AL ENGLAND
BARON R. JONES, Director

National Independent Sanitary Supply Co., Inc.
6900 Murray Avenue
CINCINNATI, OH 45227
THOMAS B. HAINES, President

National Paper & Packaging (I)
70 Franklin Avenue
BROOKLYN, NY 11205
718-624-2900
MARTIN SCHLESINGER, President
ROSLYN GOLDFISHER, Sales Manager

National Paper & Packaging Co. (I)
P.O. Box 94545
CLEVELAND, OH 44101
216-391-6000
MORTON G. EPSTEIN, President
URVAN G. EPSTEIN, Chairman Of The Board
JEROME E. GROVER, Executive Vice President
BRENT R. GROVER, Treasurer, V.P.
ARTHUR J. HORNER, Vice President

HILLIARD, OH 43026 (I)
614-876-0500
3700-a Parkway Lane

National Paper Company (I)
2511 S. 156th Circle
OMAHA, NE 68130
402-330-5507
WILLIAM G. OCHSNER, President
TONY MAIDA, Manager
DAN DOTY, Branch Sales Manager
FRANK DUNNING, Purchasing Manager

DES MOINES, IA 50309 (D)
515-263-0093
700 E. 4th Street
CHET VANBIBBER, Branch Manager

National Paper Company Of NJ (P)
500 S. Clinton Street
EAST ORANGE, NJ 07018
201-673-1333
DAVID BAGISH, President
JACOB BAGISH, Chairman Of The Board
ROBERT WEINSTEIN, Vice President
NORMAN ENGLANDER, Vice President
DOLORES BAGISH, Treasurer

Nat. Paper Marketing (D)
Council of Australia (25)
1 Johnston Lane Ste 8
LN COVE W., NWS, AUSTRALIA 2066
H.G. KRAEFFT, Executive Director

Nationwide Papers (D)
One Champion Plaza
STAMFORD, CT 06921
203-358-6600
THOMAS ZEUTHEN, Vice President & Gen. Mgr.
O.L. MILLER, Vice President-Administration
FRANK ROGERS, Director of Marketing-Ind. Prop.
HENRY GEST, Director Of Merchandising

ERIK JOKI, Mgr. Merchand.-Fine Papers

BALTIMORE, MD 21240 (D)
301-796-5400
P.O. Box 8719
JAMES M. HUDSON, Division General Manager
WILLIAM L. BARTH, Manager

ATLANTA, GA 30324 (D)
404-876-5541
P.O. Box 13006
K. WAYMAN WINTERS, Division General Manager

MEMPHIS, TN 38118 (D)
901-363-0681
4437 Delp Street
MARK P. BOLLINGER, Div. Gen. Mgr. (St. Louis)
HENRY A. WALKER, Sales Manager

CHARLOTTE, NC 28206 (D)
704-598-8848
3804 Woodpark Blvd.
FLOYD G. POOLE, Division Manager

CINCINNATI, OH 45241 (D)
513-769-4900
3465 Hauck Road
JOSEPH E. OKRUHLICA, Div. Gen. Mgr. (Louisville)
CRAIG NAGEL, Sales Manager
WILLIAM R. SCHOLZ, Manager

MADISON HEIGHTS, MI 48071-0527(D)
313-541-9900
1201 East Lincoln Avenue
P.O. Box 71527
TERRY G. PAYNE, Manager

LOUISVILLE, KY 40213 (D)
502-361-5566
6710 Grade Lane
JOSEPH E. OKRUHLICA, Division General Manager

DENVER, CO 80216 (D)
303-388-6211
P.O. Box 5126
DAVID L. STALL, Division General Manager
MELVIN H. AUTRY, Sales Manager

MINNEAPOLIS, MN 55440 (D)
612-331-6180
P.O. Box 1345
CHARLES R. CARLSON, Division General Manager
ARTHUR R. EVERSMAN, Manager

TOPEKA, KS 66605 (D)
913-266-3340
3721 South Park Avenue
P.O. Box 5109
WALLACE M. BURGER, Div. Gen. Mgr. (Kansas City)
WILLIAM H. PATTERSON, Manager

ALBUQUERQUE, NM 87125 (D)
505-243-6611
P.O. Box 26028
BILL H. KEITH, Division Gen. Mgr. (Houston)
MICHAEL KOURI, Sales Manager

LOS ANGELES, CA 90058 (D)
213-583-1441
3100 East 44th Street
RICHARD B. JAMES, Division General Manager

SAN DIEGO, CA 92126 (D)
619-578-3011
7979 Stromesa Court
RICHARD B. JAMES, Div. Gen. Mgr. (Los Angeles)
RICHARD N. HOSTIN, Manager

SAN FRANCISCO, CA 94120 (D)
415-586-9160
P.O. Box 7895
RALPH E. ERICKSON, Manager
PAUL J. AUGUSTINI, Sales Manager

ARLINGTON, TX 76005 (D)
817-640-2311
P.O. Box 5208
DONN G. COLEMAN, Division General Manager

EL PASO, TX 79984 (D)
915-544-1280
P.O. Box 9369
BILL H. KEITH, Div. Gen. Mgr. (Houston)
ADRIAN C. FARMER, Sales Manager

HOUSTON, TX 77029 (D)
713-672-9557
P.O. Box 24020
BILL H. KEITH, Division General Manager
KEITH Y. HORNER, Sales Manager

SAN ANTONIO, TX 78207 (D)
512-226-4181
519 North Medina
DONN G. COLEMAN, Div. Gen. Mgr. (Arlington)
THOMAS E. MARLER, Manager
KEITH H. CLAY, Sales Manager

DALLAS TX 75235 (D)
214-630-9844
8730 King George Drive
DONN G. COLEMAN, Div. Gen. Mgr. (Arlington)
ERIC ANDERSON, Sales Manager
MARSHALL KENDALL, Manager

FORT WORTH, TX 76118 (D)
817-284-0923
2301 East Loop 820 North
DONN G. COLEMAN, Div. Gen. Mgr. (Arlington)
CHARLES WALLER, Sales Manager
JERRAL BLAIR, Manager

ELK GROVE VILLAGE, IL 60007 (D)
312-595-3060
850 Mark Street
CRAIG T. JOHNSON, Division General Manager
STEVEN MCGRANE, Sales Manager

KANSAS CITY, MO 64141 (D)
816-221-5700
P.O. Box 387
WALLACE M. BURGER, Division General Manager
RICK SEYMOUR, Manager
DOUGLAS P. EBERLY, Sales Manager

MILWAUKEE, WI 53209 (D)
414-562-1060
4360 North Green Bay Avenue
CRAIG T. JOHNSON, Div. Gen. Mgr.-Elk Grove
FRED W. MICHELL, Manager

ST. LOUIS, MO 63110 (D)
314-645-3850
1400 Macklind Avenue
MARK P. BOLLINGER, Division General Manager

SPRINGFIELD, MO 65805 (D)
417-869-6418
P.O. Box 1986
WALLACE M. BURGER, Div. Gen. Mgr. (Kansas City)
GEORGE LIKINS, Manager

Netcan Paper Distributing Inc. (I)

5757 Thimens Blvd.
ST. LAURENT, QUEBEC H4R 2H6
CANADA
514-335-0333
NEIL S. TRYANSKY, President
REUBEN LERNER, Vice President
DOUG MARTIN, Vice President
DENIS JALBERT, Treasurer
ALISON A. MORTON, Coordinator

Cabot Shipping Supplies Ltd. (I)
HALIFAX, NOVA SCOTIA B3K 5L9
CANADA
1-902-453-1414
P.O. Box 8154
ARNOLD HARRINGTON, Branch Manager

Cabot Shipping Supplies Ltd. (I)
FREDERICTON, NEW BRUNSWICK
E3B 5C2
1-506-455-3528
P.O. Box 1131

Castle/Black Paper Ltd. (I)
WESTON, ONTARIO M9N 1A1
1-416-244-1131
35 Oak St.
JACK GELMAN, Branch Manager

Den Packaging Corp. (I)
MONTREAL, QUEBEC H4S 1J7
1-514-337-4740
1211 Montee de Liesse
MARVYN YUDELSON, Branch Manager

Distribution P.E. Inc. (I)
ALMA, QUEBEC G8B 2V8
1-418-668-0121
1525 Avenue du Pont Sud
PETER EVES, Branch Manager

Dorfin Paper Prods. Ltd. (I)
ST. LAURENT, QUEBEC H4R 2H6
1-514-335-0333
5757 Thimens Blvd.
NEIL TRYANSKY, Branch Manager

E. Kootenay Hotel & Rest. Supplies Ltd. (I)
CRANBROOK, BRITISH COLUMBIA
V1C 3V3
1-604-489-4595
822 Kootenay St. N.
LES MAWSON, Branch Manager

Emballage Bettez Inc. (I)
TROIS RIVIERES, QUEBEC G8Z 3X7
1-819-373-4055
2460 Boul. des Recollets
ANDRE BETTEZ, Branch Manager

Enterprise Paper Co. Ltd. (I)
RICHMOND, BRITISH COLUMBIA
V6V 1Z1
1-604-270-1731
2931 Viking Way
BERTHA WONG, Branch Manager

General Fasteners Ltd. (I)
CALGARY, ALBERTA T2G 3C6
1-403-259-2904
4124 9th St. S.E.
DOUGLAS MARTIN, Branch Manager

RICHMOND, BRITISH COLUMBIA
V6V 1Z1 (I)
1-604-273-0905
101-5910 #6 Road

KELOWNA, BRITISH COLUMBIA
V1Y 4N6 (I)
1-604-860-6696
20-1851 Kirschner Road

LETHBRIDGE, ALBERTA T1H 5G5 (I)
1-403-320-8225
6803 30 Street North

EDMONTON, ALBERTA T5L 4S8 (I)
1-403-454-0445
13323 146 Street

SASKATOON, SASK. S7K 0S9 (I)
1-306-244-1842
417-34 Street East

REGIN[illegible] SASK. S4R 1A5 (I)
1-306-525-8111
2335-2nd Avenue

WINNIPEG, MANITOBA R2R 1V9 (I)
1-204-633-3980
8-199 Omands Creek Blvd.

BURLINGTON, ONTARIO L7I 5H9 (I)
1-416-335-6983
C5-1175 Appleby Line

L.B. Paper Products Ltd. (I)
SUDBURY, ONTARIO P3E 5H4
1-705-522-4272
2304 Long Lake Rd.
LOU BUKATOWICZ, Branch Manager

Les Emballages Carrousel Inc. (I)
BOUCHERVILLE, QUEBEC J4B 2X4
1-514-655-2025
270 Boul. Industriel
DENIS JALBERT, Branch Manager

Lilo Products (I)
HAMILTON, ONTARIO L8L 5Y9
1-416-527-4303
24 Sanford Avenue North
BARRY TOMALIN, Branch Manager

Lion Shipping Supplies Inc. (I)
MISSISSAUGA, ONTARIO L4W 1B5
1-416-625-6830
1375 Aimco Blvd.
LIONEL LEPAPE, Branch Manager

Lion Shipping Supplies Ltd. (I)
ST. LAURENT, QUEBEC H4S 1B2
1-514-332-0322
5655 Chemin Bois Franc

Mitchel-Lincoln Packaging Ltd. (I)
ST. LAURENT, QUEBEC H4R 1V1
1-514-332-3480
3737 Thimens Blvd.
FRED WENER, Branch Manager

Provincial Sanitary Products (I)
HALIFAX, NOVA SCOTIA B3K 5M5

N

1-902-453-1818
P.O. Box 8834 Station A
DOUG MULLENGER, Branch Manager

Regal Paper Products Ltd. (I)
TORONTO, ONTARIO M6M 3E2
1-416-651-6560
71 Kincort St.
HAROLD FINK, Branch Manager

Sanitary Products Ltd. (I)
ST. JOHN'S, NEWFOUNDLAND
ALC 5H7
1-709-579-2151
P.O. Box 40
ROY BOLAND, Branch Manager

CORNER BROOK, NEWFOUNDLAND (1)
A2H 6G7
1-709-639-9149
P.O. Box 727, 328 O'Connell Dr.

GRAND FALLS, NEWFOUNDLAND
A2A 2J3
1-709-489-5674
P.O. Box 115, Union St.

Western Paper Distributors Ltd. (I)
CALGARY, ALBERTA T2E 6L6
1-403-250-1450
1404 44th Ave.
TONY TUNG, Branch Manager

Newell Paper Co.
(see Jackson Paper Co.)

New Zealand Paper Merchants Association (D)
P.O. Box 10-340-IBM Centre
WELLINGTON, NEW ZEALAND
R.B. YOUNG, Secretary General

Nichols Paper & Supply Co. (I)
2291 Olthoff Dr.
P.O. Box 291
MUSKEGON, MI 49443
616-777-2546
JAMES F. OLTHOFF, President/ Treasurer
MICHAEL K. OLTHOFF, Vice President

NISSCO Group (I)
6900 Murray Avenue
CINCINNATI, OH 45227
513-561-2071
THOMAS B. HAINES, Executive Coordinator

Nogg Brothers Paper Co. (I)
P.O. Box 3728
OMAHA, NE 68103
402-348-1710
DON NOGG, President
ALVIN S. NOGG, Chairman
ALAN NOGG, Vice President
DENNIS C. ANDERSON, Vice President
THOMAS J. ARMSTRONG, Vice President

GRAND ISLAND, NE 68801 (I)
308-382-0812
P.O. Box 1883

Norco Paper Co. (P)
P.O. Box 6117
OAKLAND, CA 94603
415-638-0460
NORMAN T. BUSHBERG, President
SIRI VEDYA SINGH, Vice President/ Sales Manager
G.B.S. KHALSA, Director of Sales
DOLORUS BUSK, Controller

Norel Plastic Company (I)
1501 Grandview Avenue
THOROFARE, NJ 08086
609-845-2504
CHUCK STACKHOUSE, Executive Vice President

BOGOTA, NJ 07603 (I)
201-646-1900
20 River Road
HARRY NUSSBAUM, President
RICHARD HORNSTEIN, Corporate Vice President
ABE SCHERL, Sales Manager
SAUL SROUR, Executive V.P. & Controller

Norel Plastics Ltd. (I)
HANOVER, MD 21076
301-796-5020
7255 Standard Drive
C.P. STACKHOUSE, Executive Vice President

Norel Plastics of Georgia (i)
ATLANTA, GA 30336
404-344-8373
6205-D Boat Rock Road
DARRELL W. JONES, Manager, Sales & Operations

Norel Plastic of N.C. (I)
WINSTON-SALEM, NC 27106
919-748-9290
4409 Providence Lane
WAYNE STRUZIK, Executive VP

Norel Plastic of North Carolina
(see Norel Plastic Company)

Norel Plastics, Ltd.
(see Norel Plastic Company)

Norel Plastics of Georgia
(see Norel Plastic Company)

Garland C. Norris Co. (D)
P.O. Box 968
RALEIGH, NC 27602
919-832-0324
JAMES ARTHUR KING, President
JAMES A. KING, II, Vice President & Treasurer
CHARLES D. KING, Vice President

Northern Paper Distributing (I)
1711 Rogers Avenue
SAN JOSE, CA 95112
408-292-1907
BERNARD FREDKIN, President
GARY FREDKIN, Vice President

North Georgia Paper & Specialty Company (D)
P.O. Box 1507, East Main Street
BLUE RIDGE, GA 30513
404-632-2055
DONALD J. CLEMENTS, President
ROBERT T. JOLLY, Vice President
LA VADA JOLLY, Treasurer

Northwest Wholesale Supply Co. (I)
P.O. Box 41
EAU CLAIRE, WI 54702
715-834-4816
MARK ORENDORFF, President
MELANI S. ORENDORFF, Vice President
GALEN C. BOWE, Sales Manager

Ochs Paper Company (I)
P.O. Box 21087
INDIANAPOLIS, IN 46221
317-634-4064
KATHRYN OCHS SILVEY, President
HERMAN OCHS, Chairman And Treasurer
EDNA VISE, Vice President

Ohio & Michigan Paper Co. (D)
P.O. Box 621
TOLEDO, OH 43694
419-666-1500
KENNETH A. LEININGER, President
ALAN R. LEININGER, Executive Vice President
VICTOR C. DECRANE, Vice President Printing Papers

O-K Paper Center
(see Olmsted-Kirk Paper Company)

O K Papers, Inc (I)
3325 Mt. Prospect Road
FRANKLIN PARK, IL 60131
312-833-2500
ROBERT P. SENSENBRENNER, President
O.K. SENSENBRENNER, Chairman
JOHN H. PEEL, Vice President
D.J. MACKINNEY, Treasurer

Oken Distributing (I)
100 Greenleaf Street
ROCHESTER, NY 14605
716-482-4500
HOWARD SCHWARTZ, President
DONALD SCHWARTZ, Chairman

Oklahoma Paper Company (D)
P.O. Box 26667
OKLAHOMA CITY, OK 73126
405-236-0611
SIG A. HARPMAN, JR., President And Treasurer
GEORGE SHADID, Vice President And Secretary

Olmsted-Kirk Paper Company (D)
P.O. Box 701099
HOUSTON, TX 77270
713-868-1531
ROBERT M. OLMSTED, JR, President
FRED BILLINGSLEY, Senior Vice President
BEN ANTHONY, Vice President/ Manager

O-K Paper Center (D)
HOUSTON, TX 77270
713-868-8056
P.O. Box 701099
STEVE WATTS, Branch Manager

Olympic Paper Company
(see West Coast Paper Co.)

Olympic Paper Co., Inc.
(see Gould Paper Corp.)

Omaha Paper Company (P)
901 Jackson Street
OMAHA, NB 68102
402-342-4666
DAVID B. POWELL, President
RONALD M. WELLS, Vice President
M.R. BENSON, Sales Manager
WARREN FREDRICKSON, Office Manager

Orcon-Prescotech Group
(see Prescotech Company)

Pacific Western Container (I)
1535 E. Edinger
P.O. Box 5140
SANTA ANA, CA 92705

714-547-9266
JAMES F. BLOWER, President
JOHN G. DEMPSAY, Vice President
LINDA B. DEMPSAY, General Manager

Package & Handling Supplies Co (I)
3030 Springboro Road
DAYTON, OH 45439
513-294-2656
J.G. NAZARENUS, President
JOHN HALPIN, Executive Vice President
A.L. NAZARENUS, Treasurer

COLUMBUS, OH 43228 (I)
4166 Fisher Road
JOHN HALPIN, Executive Vice President

The Package Factory
808 Nicholas Ave.
ORANGE, CA 92667
714-538-8831
JAMES E. BUTCHER, President
ROBERT D. DAWSON, Vice President
WILLIAM E. CLAY, General Manager

Packaging Associates Company
(see Mead Merchants)

Packaging Consultants, Inc.
(see Bunzl Corp.)

Packaging Materials
(see Bunzl Corp.)

Packaging Services Corporation (I)
P.O. Box 1304
TROY, MI 48099
313-588-8870
SAM FRANK, President
JAMES MCCARROLL, Controller & Office Manager
MITCHELL LEFTON, Sales Manager

CHAGRIN FALLS, OH 44022 (I)
216-247-6615
P.O. Box 545
BOB COLEMAN, Branch Manager

WICHITA, KS 67218 (I)
316-684-5008
707 S. Woodlawn
LEE LOVAN, Branch Manager

APPLETON, WI 54911 (I)
414-733-5896
813 Pershing Street
ROBERT DUTHIE, Branch Manager

GLEN ELLYN, IL 60137 (I)
312-469-7880
21 W. 542 22nd Street
JIM GANNON, Branch Manager

ELYVIA, OH 44035 (I)
216-365-9864
174 Hemlock Drive
TOM NELSON, Branch Manager

Packaging Suoply Company, Inc
(see Bunzl Corp.)

Pak West Paper & Chemical (I)
P.O. Box 5140
SANTA ANA, CA 92704
714-557-7420
JOHN G. DEMPSAY, President
JAMES F. BLOWER, Vice President
LINDA B. DEMPSAY, General Manager

SAN MARCOS, CA 92069
619-239-5017
1221 Linda Vista

Palm Beach Paper Co., Inc.
(see Bunzl Corp.)

Palmer Paper Company
(see Western Paper Company)

Panama City Paper Co.
(seeFulton Paper Co., Inc.)

Pan American Papers, Inc. (D)
5101 N.W. 37th Avenue
MIAMI, FL 33142
305-635-2534
JESUS F. VALDES, President
FRANCISCO T. VALDES, Chairman Of The Board
JESUS A. ROCA, Executive Vice President

Paper & Chemical Supply Co. (I)
207 Frankfort Ave.
SHEFFIELD, AL 35660
205-383-3912
DAVID MUHLENDORF, President
TOM FRITH, Vice President
JACK MUHLENDORF, Treasurer
ROY CLARK, Operations Manager
JOHN CURRY, Controller
CLARICE JOHNSON, Data Processing Manager

Paper & Plastics, Inc. (I)
940 Maulhardt Avenue
OXNARD, CA 93030
805-485-7934
PERRY PAULSON, President
OLIVIA PAULSON, Vice President
JACK NOBLE, Office Manager

Paper Chase (P)
6209 S.W. Freeway
HOUSTON, TX 77074
MICHAEL P. JORDAN, Branch Manager

HOUSTON, TX 77060 (P)
15603 West Hardy
MAX CURRY, Branch Manager

HOUSTON, TX 77055 (P)
6500 Long Point Road
DENNIS HAASE, Branch Manager

Paper City (D)
3201 Hoover Avenue
NATIONAL CITY, CA 92050
619-296-2581
D.J. ZEDEKAR, JR., Manager

The Paper Company (D)
808 Cherokee
SIOUX FALLS, SD 57104
605-336-1190
DEMP CHRISTENSON, President
HENRY DUIN, Vice President-Operations
ART WIENKE, Vice President

SIOUX CITY, IA 51105 (D)
712-258-3524
1601 Terminal Drive

MASON CITY, IA 50401 (D)
515-423-0334
115 8th Street South East

RAPID CITY, SD 57701 (D)
605-342-6042
1980 Creek Drive
BURDETTE FININGER, Branch Manager

Paper Corp. of America (D)
P.O. Box 958
VALLEY FORGE, PA 19482
215-296-4470
RICHARD C. GOZON, President
JAMES J. SWEARINGEN, Executive Vice Pres.
JOHN J. MCKIERNAN, Vice President
ROBERT W. HILL, Vice President-Retail Stores
JOHN H. OAKLEY, Vice President-Indus. Mktg.
RICHARD G. BURTON, Vice President-Printing, Mktg.
WILLIAM P. KIRBY, VP Human Resources
NIEL E. CHRISTENSEN, Vice President-Physical Distr.
B.P. O'ROURKE, Vice President, Planning

Monarch Paper Co. (D)
HOUSTON, TX 77252-2669
713-686-9332
P.O. Box 2669
CHARLES F. WHITE, President
R. DONALD STRONG, Vice President
CECIL BRENNER, Vice President
RONALD M. MILAN, SR., Vice President
PAUL G. WEAVER, JR., Vice President
LARRY KRAULAND, Vice President

HOUSTON, TX 77252-2669 (D)
713-686-9332
P.O. Box 2669
EDWIN HUNTER, Division Manager
MICHAEL BORTH, Sales Manager, Fine Papers
JERRY THOMPSON, Sales Manager, Industrial Paps

AUSTIN, TX 78760 (D)
512-443-7112
P.O. Box 18568
LARRY CLARK, Vice President
JIMMY TYLER, Sales Manager

DALLAS, TX 75264 (D)
214-631-8530
P.O. Box 224228
JACK L. OGILVIE, SR., Vice President-Web Sales

FORT WORTH, TX 76104 (D)
817-335-4899
300 Industrial Avenue
JACK L. OGILVIE, SR., Vice President Web Sales

SAN ANTONIO, TX 78218 (D)
512-661-5351
P.O. Box 18717
PAUL E. BRADLEY, Vice President/Division Manager

Baldwin Paper Company (P)
NEW YORK, NY 10013
212-255-1600
161 Ave. of the Americas
NATHANIEL E. SPRINGER, President
HERBERT Y. EHRICH, Executive Vice President
DANIEL ROMANO, Vice President
DONALD J. HELLER, Vice President

Carpenter Paper Of Neb. (D)
OMAHA, NE 68102
402-341-0266
815 Harney Street
ROBERT C. BYRNE, President
ROBERT BAUMGARDNER, Exec. Vice President
H.L. CLURE, Vice President Operations
JAMES M. LANE, Vice President
ARTHUR SPENCE, Vice President Finance
MERRILL G. CARLSON, Sales Manager
ROBERT G. FOLDEN, Operations Manager

MISSOULA, MT 59801 (D)
406-543-5143
P.O. Box 7367
EDWARD J. BURGHARDT, Sales Manager

GRAND ISLAND, NE 68801 (D)
308-382-9530
330 No. Jefferson St.

GREAT FALLS, MT 59401 (D)
406-453-0317
P.O. Box 2187
REX E. WATSON, Sales Manager

BILLINGS, MT 59103 (D)
406-259-5525
P.O. Box 1597
JOSEPH NABITY, JR., Division Manager

P

DENVER, CO 80239 (D)
303-371-4260
P.O. Box 39250
K.D. SUMMERS, Division Manager
HARRY C. JENSEN, Sales Manager
KEITH PHIPPS, Sales Manager
STEPHEN C. CUMMINGS, Operations Manager

SIOUX CITY, IA 51101 (D)
712-277-1274
P.O. Box 687
MICHAEL J. CAHILL, Sales Manager

FORT SMITH, AR 72901 (D)
501-782-7276
P.O. Box 183
H. DONALD FENT, Sales Manager

AMARILLO, TX 79105 (D)
806-358-7473
P.O. Box 9254
RANDALL T. NASH, Sales Manager

TULSA, OK 74101 (D)
918-664-2520
P.O. Box 1347
RODNEY D. BROWN, Sales Manager

LINCOLN, NE 68503 (D)
402-476-1243
145 North 46th St.
JOHN S. MORRIS, Sales Manager

OKLAHOMA CITY, OK 73125 (D)
405-947-2737
P.O. Box 25321
DON R. SOERGEL, Vice President
JIM R. MILLS, Operations Manager
J.M. BIBLE, Sales Manager

Copco Papers Inc. (D)
COLUMBUS, OH 43219
614-251-7000
525 N. Nelson Rd.
P.O. Box 597
JEROME F. PAGE, JR., President
RICHARD I. DENNIS, Executive Vice President
ROBERT H. NOBLE, Vice President, Adminis.
STANLEY J. DVORAK, Vice President, Mfrg.
ROBERT E. HILL, Vice Pres., Indus. Prod.
DAVID E. HOWELL, Vice President
KIRK D. BUCKHAM, Vice President
CLEMENT M. WOLFE, Vice President
DAVID BRIZIUS, Dir. Marketing Communications
JAMES P. VILLARREEL, Vice President, Operations

LEETSDALE, PA 15056-1309 (D)
412-771-3660
Avenue B Bldg 12
Cuncher Industrial Park
RONALD A. FIEHRER, Vice President

CHARLESTON, WV 25311 (D)
304-346-0727
1537 Hansford Street
SPENCER K. WHITE, Vice President

CLEVELAND, OH 44105 (D)
216-883-1675
5905 Grant Avenue
DAVID J. MCMULLEN, SR., Vice President

COLUMBUS, OH 43216 (D)
614-251-7000
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RICHARD I. DENNIS, Executive Vice President
JACK P. LYONS, Sales Manager

DAYTON, OH 45401 (D)
513-461-5930
P.O. Box 1346
MATTHEW J. MILLER, Vice President

TOLEDO, OH 43607 (D)
419-531-4705
3145 Nebraska Avenue
MICHAEL A. RAYNER, Sales Manager

CINCINNATI, OH 45241 (D)
513-489-8823
11431 Williamson Rd. Ste. 2
MICHAEL HATHORN, Manager

INDIANAPOLIS, IN 42604 (D)
317-637-2351
530 E. Ohio Street
RICHARD L. HENDERSON, Vice President

Copco Envelope & Manufacturing (D)
COLUMBUS, OH 43216
614-251-7117
P.O. Box 597
STANLEY J. DVORAK, Vice President

Chope-Stevens Paper Co. (D)
AUBURN HEIGHTS, MI 48057-0463
313-962-9111
2737 N. Adams Rd.
P.O. Box 4463
GERALD L. STRANG, Exec. Vice President
JOHN P. TAYLOR, Sales Manager

Copco Tape & Label Div. (D)
FINDLAY, OH 45840
419-422-8414
315 Central Avenue
GERALD J. EHRNSCHWENDER, Manager

Dudley Paper Co. (D)
LANSING, MI 48912
517-372-7000
301 N. Hosmer Street
JAMES R. BOLING, Vice President

SAGINAW, MI 48601
517-755-7716
1901 Rust Street
VICTOR A. ROEKLE, Vice President

LaSalle Messinger Paper Co. (P)
BROADVIEW, IL 60153
312-345-8500
2601 South 25th Avenue
HAROLD A. KRACHT, President
EDWARD F. GARVEY, Sr. Vice President
R. JAMES SEEBERG, Sr. Vice President
WILLIAM J. LEONARD, Vice President
ROBERT C. STINE, Vice President Marketing Sales

Mid Continent Paper Co. (D)
WICHITA, KS 67216
316-522-3494
2904 South Spruce St.
JOE ROBINSON, General Manager

Paper Corp. Of The U.S. (D)
NEW YORK, NY 10011
212-645-5900
100 5th Avenue
ROBERT F. FITZGERALD, President
ARTHUR SMITH, Vice President
JAMES M. KEARNEY, Vice President
JOHN J. MULKERN, Vice President

Paper Corp. Of U.S. (D)
CINCINNATI, OH 45230
513-528-5446
1080 Nimitzview Driver # 102
ROLF WECKESSER, Manager

Rourke-Eno Paper Co. (D)
HARTFORD, CT 06144
203-522-8211
P.O. Box 1962
GREG L. RETTEW, President
ARTHUR J. DOUVILLE, Exec. Vice President
WILLIAM S. DOANE, Vice President
NORMAN C. HOLCOMB, Vice President Finance
JANET M. PRZYGOCKI, Vice President
RICHARD G. MCGANN, Industrial Marketing
JAMES A. CONNELLY, Physical Distr. Manager

HARTFORD, CT 06120 (D)
203-522-8211
261 Weston Street
RICHARD J. TISCHOFER, Div. Manager
WILLIAM E. CALLAHAN, Sales Manager

HARTFORD, CT 06144 (D)
Packaging Division
203-522-8211
261 Weston Street
THOMAS R. KELEHER, Division Manager

SPRINGFIELD, MA 01101-1420 (D)
413-781-1100
109 Cadwell Drive
P.O. Box 1420
EUGENE PANECASIO, Vice President, Division Manager

WOBURN, MA 01801 (D)
617-938-7600
483 Wildwood Street
JOHN J. CLANCY, Div. Manager
ROBERT G. MARENGO, Sales Manager

EAST PROVIDENCE, RI 02915 (D)
401-438-2140
193 Amaral Street
DONALD F. MALO, Division Manager

WEST HAVEN, CT 06534-0465 (D)
203-932-3661
P.O. Box 9465
JOHN W. TRIPP, Vice President
GEORGE MURRAY, Sales Manager

WORCESTER, MA 01604 (D)
617-754-4672
76 E. Worcester Street
HOWARD TUNSTALL, Division Manager

CONCORD, NH 03301 (D)
603-224-9200
P.O. Box 2038
GARY W. STOCKLEY, Division Manager

Saxon Paper of Florida (P)
MIAMI, FL 33216
305-592-6650
1867 NW 72nd Avenue
GENE PRESS, President
BURT KUSHEL, Vice President
JAMES R. KRESGE, Controller

Saxon Paper (P)
LONG ISLAND CITY, NY 11101
718-937-6100
30-10 Starr Avenue
MICHAEL J. MAZO, President
WILLIAM BUYSSE, Vice President

Universal Paper Corp. (D)
APPLETON, WI 54912
414-731-4171
P.O. Box 537
EDWARD H. STRAND, President
CHARLES CONNELLY, Vice President
JOHN LOSEY, Controller
DOUGLAS W. MOODY, Corp. Marketing Mgr
PETER T. CAREY, Branch Manager
WILLIAM BAYLEY, Sales Manager
R.W. RECKER, Sales Manager
MARCIA MITTLESTADT, Corp. Purchasing Mgr.

NEW BERLIN, WI 53151 (D)
414-782-2100
2350 South 170th Street
L.F. LEFEBVRE, Branch Manager
RICHARD W. KUETHER, Sales Manager
JOSEPH M. DUTELLE, Vice President
GERALD MCPHERSON, Sales Manager

MADISON, WI 53716 (D)
608-222-9151
2517 South Seiferth Road
RICHARD J. HANKINS, Vice President
MICHAEL MCELVOGUE, Sales Manager
RICHARD M. PITMAN, Sales Manager

LA CROSSE, WI 54601 (D)
608-781-8200
2105 Palace Street
NED SPANAGEL, Branch Manager
ALAN C. NORMAN, Sales Manager

Seneca Paper Co. (D)
ROCHESTER, NY 14603
716-328-9300
48 King St.
P.O. Box 2010
ARTHUR L. BASCOMB, President
MICHAEL L. VEEN, Senior Vice President
KAREN JOHNSON, Dir. Advertising, Sales Promo Manager
THOMAS G. STRAUSS, Controller
TIMOTHY CARMODY, Industrial Mkt. Manager
PHYLLIS A. BENJAMIN, Corp. Systems Mgr.

ROCHESTER, NY 14608 (P)
48 King St.
P.O. Box 1848
ROCHESTER, NY 14608
716-328-9300
RICHARD T. O'BRIEN, Vice President
THOMAS F. JORGENSEN, Sales Manager

BINGHAMTON, NY 13902 (D)
607-723-6351
97-99 Ely Street
LARRY KICHINSKI, Vice President
FRANCIS MAZZEI, Sales Manager
DOUGLAS G. MARRETT, Operations Manager

ALBANY, NY 12205 (D)
518-459-5200
9 Interstate Avenue
THOMAS N. MCINTYRE, Vice President-Gen. Mgr
PATTI A. HENRY, Sales Service Manager

BUFFALO, NY 14203 (D)
715-854-5954
210 Ellicott Street
R. JAMES SCOTT, Vice President General Manager

LIVERPOOL, NY 13088 (D)
315-451-9390
4660 Crossroads Park Dr.
P.O. Box 690
HERBERT W. CROSS, Vice President
DONALD R. OWENS, Sales Manager

Unisource Corp. (D)
LONG BEACH, CA 90802
213-436-8291
300 Oceangate-Ste 800
RAYMOND A. PETERSON. President
ROBERT A. DIMASCIO, Sr. Vice President
STEPHEN BECKER, Vice President
ROBERT G. SPICER, Vice President Marketing
JAMES R. FLEMING, Vice President Mktg., Industrial
PHILLIP L. ERICKSON, Executive Vice President

Unisource Corp. (D)
SALT LAKE CITY, UT 84130
801-973-2600
P.O. Box 30038
RICHARD A. HILL, Division Manager

LAS VEGAS, NV 89103
702-871-6262
4445 S Valley View
MIKE DIEHL, Division Manager

SAN DIEGO, CA 92138 (D)
619-263-8171
P.O. Box 85110
WILLIAM J. GREEN, Division Manager

PHOENIX, AZ 85036 (D)
602-278-3411
P.O. Box 20567
KIP KINDREGAN, Division Manager

FRESNO, CA 93773 (D)
209-486-6440
Box 11368
BARRY RONAN, General Manager

W. SACRAMENTO, CA 95691 (I)
916-371-7413
P.O. Box 1077
JAMES W. STONE, Division Manager

HONOLULU, HI 96817 (D)
808-845-3247
P.O. Box 17459
R.B. MEACHEN, General Manager

CITY OF COMMERCE, CA 90040 (D)
213-725-3700
2600 South Commerce Wav
R. SHRIVER, Vice President

RENO, NV 89510 (D)
702-358-0510
P.O. Box 10980
E.J.S. EVANGELISTA, Division Manager

SAN BERNARDINO, CA 92402 (D)
714-889-0851
P.O. Box 312
JAMES SPILKER, Division Manager

SAN JOSE, CA 95133 (D)
408-272-0100
697 Lenfest Road
BOB MUNDT, Division Manager

TUCSON, AZ 85703 (D)
602-622-8808
P.O. Box 5726
TED PATTERSON, Division Manager

DUBLIN, CA 94568 (D)
415-833-0606
P.O. Box 2444
DAVID L. ALLEN, Division Manager

LOS ANGELES, CA 90022
213-725-3700
P.O. Box 22248

LONG BEACH, CA 90801 (D)
213-537-0030
P.O. Box 940
ROBERT BALDWIN, Vice President Controller
FRANK ANDRUSS, Division Manager

FAIRBANKS, AK 99706 (D)
907-452-1697
P.O. Box 60357
STEPHEN M. LINDEMAN, Branch Manager

IDAHO FALLS, ID 83402 (D)
208-522-3924
P.O. Box 370
JERRY N. PARMER, Branch Manager

MEDFORD, OR 97501 (D)
503-772-2610
P.O. Box 38
CHARLES HARWOOD, Branch Manager

PORTLAND, OR 97208 (D)
503-654-6560
P.O. Box 3229
ERNEST J. BLATNER, Division Manager

SEATTLE, WA 98124 (D)
206-872-2800
P.O. Box 3506
WARD GARDNER, Division Manager

SPOKANE, WA 99220 (D)
509-535-0164
P.O. Box 3628
DAVID SPRAUL, Div. Manager

ANCHORAGE, AK 99510 (D)
907-276-1735
P.O. Box 101942
ROBERT MCDOUGAL, Division Manager

BOISE, ID 83707 (D)
208-342-6010
P.O. Box 7447
FRANK E. HARRIS, Division Manager

Garrett-Buchanan Co. (D)
PHILADELPHIA, PA 19153
215-492-1776
7575 Brewster Avenue
MARC J. HEPPE, Vice President
QUINCY T. JONES, Vice President
CHARLES W. SHANE, Vice President
JOHN M. CONSIDINE, Vice President
JOSEPH LABENZ, Executive Vice President
JOSEPH WOLF, Vice President
VINCENT J. SANTORE, Vice President
CHARLES ROBERTS, Vice President
VICTOR A. BAKER, Vice President
JOSEPH E. LEVINS, Philadelphia Division Manager

ALLENTOWN, PA 18105 (D)
215-797-0760
P.O. Box 1519
WILLIAM P. FONZONE, Division Manager
MICHAEL C. HARRIS, Sales Manager

COLUMBIA, MD 21046 (D)
301-381-8585
9526 Berger Road
PHILIP L. KNAB, Division Manager
WENDELL THOMAS, Sales Manager

LANCASTER, PA 17602 (D)
717-393-3995
210 Wohlsen Way
West Industrial Park
DOUGLAS M. SAUNDERS, Division Manager

READING, PA 19603 (D)
215-374-8241
Reed & Elm Streets
RUSSELL L. BERKENSTOCK, JR, Division Manager

Unijax Inc. (D)
JACKSONVILLE, FL 32207
904-398-3181
1301 Gulf Life Drive
HAMILTON J. BISBEE, President
RONALD E. DAVIS, Executive Vice President
WALTER R. JOHNSON, Vice President Marketing
J.O. MACON, Vice President
ROGERT BROWN, Vice President
DAVID M. SELL, Vice President Printing Paper
CARROLL E. BRIZENDINE, Vice President Marketing
CECIL A. McCLARY, Vice President, Human Resources
JERRY BERNSTEIN, Vice President-Data Systems
RICHARD D. CARLOW, Vice President Credit
MICHAEL R. SIMPSON, Controller

ALEXANDRIA, VA 22314 (D)
703-684-0120
1456-A Duke Street
RICH WARD, Sales Supervisor

ATLANTA, GA 30318 (D)
404-355-6460
1595 Marietta Blvd. N.W.
NEAL ESTES, General Manager
MICHAEL L. WARD, Industrial Sales Manager

AUGUSTA, GA 30906 (D)
404-736-7027
1823 Gordon Highway
BRUCE CHAVIS, Customer Service

CHARLESTON, SC 29405 (D)
803-747-5745
3801 Meeting Street Rd.
DEWEY MCCULLEN, General Manager

CHARLOTTE, NC 28216 (D)
704-392-9341
1000 Hoskins Road No.
JOHN PFEIFFER, General Manager
MIKE TARLTON, Printing Sales Manager
JOHN JOHNSEN, Operations Manager

COLUMBIA, SC 29202 (D)
803-799-1190
845 Rosewood Drive
ROGER BROWN, Reg. Vice President
JOSEPH R. RYAN, Printing Sales Manager
WAYNE MINICK, Industrial Sales Manager

COLUMBUS, GA 31902 (D)
404-327-7448
1553 Blanchard Blvd.
MIKE HILLIS, General Manager

DOTHAN, AL 36301 (D)
205-794-3183
304 Inez Road
FLOYD TERRELL, General Manager

NO. FT. MYERS, FL 33918 (D)
813-543-6061
7984 Interstate Ct. N.E.
P.O. Box 3515
RUSS LAROCQUE, General Manager

GREENVILLE, SC 39601 (D)
803-271-1580
42 Cleveland Street
JIM FOY, Operations Manager

JACKSON, TN 38301 (D)
901-427-4406
154 Rosedale Street
A.G. HILLIARD, General Manager

JACKSONVILLE, FL 32205 (D)
904-783-0550
330 Stevens Street
GEORGE BRYDON, Regional Vice President
THOMAS WATSON, Industrial Sales Manager
JEFF THOMPSON, Printing Sales Manager

MACON, GA 31206 (D)
912-784-9000
7515 N.E. Industrial Blvd.
BRAD KIRK, General Manager
ROGER BATES, Printing Sales Manager

MEMPHIS, TN 38118 (D)
901-362-7590
4259 Delp Street
PAUL STEWART, General Manager
DOUG HALE, Industrial Sales Manager

MIAMI, FL 33166 (D)
305-885-4711
8150 NW 74th Avenue

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CATHERINE BROWN, Printing Sales Manager
JOSE ENCINOSA, Industrial Sales Manager

MOBILE, AL 36607 (D)
205-478-8456
3200 Crichton Street
JIM MILLIKEN, General Manager
LEE JONES, Printing Sales Manager

NEW ORLEANS, LA 70186
504-244-9301
246 Harbor Circle
FRED ADICKES, Operations Manager
PAT NORMAND, Ind. Sales Manager

NORFOLK, VA 23502 (D)
804-857-6251
3809 Progress Road
JIM FIVES, General Manager
PAT DUNSTON, Printing Sales Manager
JUNE BREWBAKER, Industrial Sales Manager

ORLANDO, FL 32854 (D)
305-293-7461
2729 Hansrob Road
ROBERT C. BREEDLOVE, General Manager
ROBERT A. HARRIS, Printing Sales Manager
BILL LIBBE, Industrial Sales Manager

PENSACOLA, FL 32501 (D)
904-434-2743
680 Heinberg Street
PETE WOOD, Industrial Sales Manager
JIM MILLIKEN, General Manager

RALEIGH, NC 27609 (D)
919-828-7231
800 East Six Forks Road
WILLIAM R. LOGAN, Regional Vice President
ROBBIE GRIFFIN, Ind. Sales Manager
WILLIAM THOMAS, Operations Manager

RICHMOND, VA 23230 (D)
804-359-4491
2401 Dabney Road
TONY ABLE, Regional Vice President
BILL VENNER, JR., Industrial Sales Manager
TOM WRIGHT, Operations Manager
JACK COLLISON, Printing Sales Manager

ROANOKE, VA 24112 (D)
703-343-1741
10th & Tinker Streets
P.O. Box 2611 (24179)
RON SOWER, General Manager
DUNCAN HALES, Printing Manager

SAVANNAH, GA 31401 (D)
912-236-1366
216 E. Lathrop Avenue
REX HOBGOOD, General Manager
JAMES BULLOCK, Printing Sales Manager
GEORGE MONROE, Operations Manager

TALLAHASSEE, FL 32316 (D)
904-576-4181
2834 Roberts Avenue
RON SCHOMBURGER, General Manager
PAUL MILLER, Industrial Sales Manager

TAMPA, FL 33610 (D)
813-236-5781
2614 E. Henry Avenue
FRANK BANKS, General Manager
JIM ROBERTS, Printing Sales Manager
JACK KELLEY, Industrial Sales Manager

VALDOSTA, GA 31601 (D)
912-242-8274
1612 James P. Rogers Drive
J.O. MACON, General Manager

WEST PALM BEACH, FL 33409 (D)
305-471-0885
2215 No. Military Trail
Unit R
BERNIE VALDES, Sales Manager

WINCHESTER, VA 22601 (D)
703-667-3330
1908 Paper Mill Road
STEVE LEWIS, General Manager

NASHVILLE, TN 37207 (D)
615-228-2984
3217 Ambrose Ave.
RON DANIEL, General Manager
RUTH WILLIS, Office Manager

HUNTINGTON, WV 25704 (D)
304-522-0331
250 W. 12th St.
LEONARD HILL, JR., General Manager
KENNETH G. MCGLOTHLIN, Operations Manager
JERRY BENNETT, Industrial Sales Manager

Union Paper Co. (D)
CLARKSTON, WA 99403
208-743-4533
P.O. Box 517
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STACY MCGINNIS, Vicc President
RICHARD RENFORD, Sales Manager
PATRICIA JOHNSTON, Treasurer

DETROIT, MI 48216 (D)
313-496-1600
2121 West Fort Street
R.V. HONKA, Vice President
KENNETH MANGAN, Controller
R.R. TESS, Operations Manager

Viking-Criterion Paper Corp. (I)
MASPETH, NY 11378
718-392-7400
P.O. Box 88
SHELDON KORN, President

Paper Corp. of the U.S.
(see Paper Corp. of America)

Paper Development Corp.
(see Morrisette Paper Company)

Paper Distributors, Inc. (D)
P.O. Box 1539
2221 Sycamore St.
HARRISBURG, PA 17105
717-234-4957
VANCE L. SCOUT, President
DOUGLAS E. SCOUT, Vice President

Paper Enterprises, Inc. (I)
850 E. 140th Street
BRONX, NY 10454
212-292-1222
HERBERT L. SEDLER, President
JAMES L. TILZER, Vice President
JORDAN SEDLER, General Manager
JOSEPH LYNCH, Chief Financial Officer
JAMES SHERIDAN, Account Manager
JOHN BOMBA, Vice President Sales
HOWARD COHEN, Director M.I.S.
RICHARD GREENE, Vice President
BEN SCHECK, Manager Sanitary Maintenance Div.
JERRY KELLER, Manager Dist. Svcs.

The Paper Factory, Inc. (D)
P.O. Box 498
SOUTHAMPTON, PA 18966
215-364-8000
JON SLUTZKY, President
ABE GARFINKEL, Vice President Finance
MICHAEL J. DOHERTY, Vice President-operations
GENE COHEN, Vice President Marketing
HOWARD SHERMAN, Sales Manager
SHIRLEY ARNOW, Controller

The Paper Group, Inc. (P)
2901 W. 36th Place
CHICAGO, IL 60632
312-376-8341
JOHN J. DWYER, President
JOSEPH S. PESOLE, Executive Vice President
WILLIAM H. CROTTY, Sales Manager
DONALD F. KULLA, Sales Manager
MARVIN E. NELSON, Sales Manager
JOSEPH J. WROBEL, Vice President/Operations

Paper Mart (I)
5959 Corvette Street
LOS ANGELES, CA 90040
213-726-8200
MARIANNA FRICK, President

Paper Materials Co. (I)
905 Montague Expressway
MILPITAS, CA 95035
408-262-8001
ROBERT LEEKLEY, Chairman And President
B. LEE LEEKLEY, Treasurer

Paper Merchants
(see Carter Rice)

Paper Mills Agency, Inc. (P)
1213 First Avenue South
SEATTLE, WA 98134
206-622-6156
JOHN F. BRADLEY, President
JERRY A. NETH, Vice President
FRANCES M. BRADLEY, Treasurer

The Paper Outlet
(see Paterson Card & Paper Company)

Paper Party, The
(see Weiss Paper Co., Inc.)

Paperpoint of Grand Rapids
(see Southon Paperpoint, Inc.)

Paperpoint of Kalamazoo
(see Southon Paperpoint, Inc.)

Paperpoint of South Bend
(see Southon Paperpoint, Inc.)

Paper Products Co.
(see Century Papers, Inc.)

Paper Products Co.
(see WWF Paper Corp.)

Paper Products Co., Inc. (I)
P.O. Box 7066
MOBILE, AL 36601
205-473-4431
W.V. MCRANEY, SR., President
W.V. MCRANEY, JR., Vice President
P.H. POTTER, General Manager
A.B. BYRD, Sales Manager

Paper Products Co. Inc. (I)
36 Terminal Way
PITTSBURGH, PA 15219-1285
412-481-6200
DAN R. LACKNER, President
DOUGLAS F. TOWNSAND, Vice President Sales
J. JOSEPH LACKNER, Treasurer
PAUL F. LACKNER, General Sales Manager
ROBERT BLACK, Sales Manager

Paper Quick
(see Paterson Card & Paper Company)

P

Paper Sales Inc. (I)
151 N. Rock Island
WICHITA, KS 67202
316-267-0788
FRANK D. HAMRICK, President
MARLYN A. HAMRICK, Vice President

Paper Service Company Inc. (I)
P.O. Box 970
MANKATO, MN 56001
507-625-7931
N. BRUCE WHITE, President
JON L. TEESLINK, General Manager

The Paper Shack
(see Butler Paper Co.)

The Paper Shack & Container (I)
P.O. Box 5632
BOSSIER CITY, LA 71171
318-746-4108
LIONEL W. ELTIS, President
ERNESTINE SCHRAM, Vice President
SHIRLEY M. ELTIS, Vice President

Paper Supply Company
(see CDA Distributors)

Paper Supply Co.
(see Fulton Paper Co., Inc.)

The Paper Supply Company (D)
2915 Southwest Boulevard
KANSAS CITY, MO 64108
816-753-5757
DONALD TRANIN, President
BEN TRILLIN, Executive Vice President

Paper Tech, Inc. (P)
5501 L.B.J. Freeway
DALLAS, TX 75240
214-458-9811
SYD WAGHORNE, Chairman Of The Board
JOHN WAGHORNE, President
JIM MATHEWS, Controller

Papier-Treuhandgesellschaft, M.B.H. (D)
Gumpendorfer Strasse 6
1060 Wien
AUSTRIA, A-1060
(0222)58 886-0
ROLAND SANDNER, Director

Papirgrossistenes (75) (D)
Landsforening-P.O. Box 2475 SOLLI
Drammensveien 30
OSLO 2, NORWAY
(02) 55-95-00
JAN HENRIK BOWMAN, Chairman
MICHAEL ANDVORD, Vice-Chairman

Pappersgruppen AB (D)
P.O. Box 1004
S-43126 MOLNDAL, SWEDEN
BERNHARD GUSTAFSSON, Chairman
FRANS JOHANSON, Managing Director

Pegenova AB (D)
S-43123 MOLNDAL, SWEDEN
P.O. Box 183
BERNHARD GUSTAFSSON, Managing Director

Paragon Packaging Products (I)
P.O. Box 1
GIRARD, PA 16417
814-774-9621
DANIEL E. WINGERTER, President And Treasurer
KENNETH E. GRIFFIN, Marketing Manager
BARBARA K. WINGERTER, Vice President

Paragon Paper Corp. (D)
657-673 Evans Street
CINCINNATI, OH 45204
513-921-2345
C. JOHN WITTROCK, JR., President & Treasurer
F.Y. WITTROCK, Vice President
STUART C. WITTROCK, Vice President Marketing
CHARLES J. WITTROCK, III, Comptroller

Parker Paper Products, Inc. (I)
705 Kenilworth Avenue
CHERRY HILL, NJ 08002
609-665-0497
RICHARD PARKER, President
DORIS W. PARKER, Vice President
SANDRA P. FARRELL, Treasurer

Parker Wholesale Paper, Inc. (D)
P.O. Box 751
BASTROP, LA 71220
318-281-4293
CHARLES E. PARKER, Owner-president

Frank Parsons Paper Co., Inc. (P)
2270 Beaver Road
LANDOVER, MD 20785
301-386-4700
DOUGLAS T. PARSONS, President
THOMAS T. CHAMBERS, Chairman Of The Board
DONALD F. MALANEY, Executive Vice President
ARTHUR M. KELEHER, Executive Vice President
PAUL L. STUTTS, Secretary-Treasurer
WAYNE ROMERO, Controller
GEORGE L. TRAINOR, Vice President
PETER A. WATHEN, Vice President

White-Rose Paper Co., Inc. (P)
BALTIMORE, MD 21227
301-247-1900
4665 Hollins Ferry Road
THEODORE IMBACH, President
RODNEY W. SHELTON, Vice President
HAL C. WHITAKER, Vice President
ROBERT S. BARBER, Vice President
PETER SEOANE, JR., Vice President & Sales Manager

Passaic-Bergen Paper Company (I)
33 California Avenue
PATERSON, NJ 07503
201-523-1100
ROBERT E. DUNN, President
ROSE M. DUNN, Vice President
RONALD B. DUNN, Treasurer

Patco, Inc. (I)
1400 N. Dayton Street
CHICAGO, IL 60622
312-664-4641
PAULINE A. ACHTERFELD, President
JOSEPH D. ACHTERFELD, Treasurer

Paterson Card & Paper Company (P)
P.O. Box 2286
PATERSON, NJ 07509
201-278-2410
ALAN S. PRELL, President
MIKE PRELL, Vice President
JOHN CAFFASO, General Manager

Paper Quick (P)
PENNSAUKEN, NJ 08110
609-663-8424
9120 B. Pennsauken Highway
FRANK COAR, Branch Manager

The Paper Outlet (P)
DELRAY BEACH, FL 33445
305-276-4334
1155 South Congress Avenue
BEN EBENSTEIN, Branch Manager

Pelican Paper Co., Inc. (I)
P.O. Box 30069
NEW ORLEANS, LA 70190
504-522-8886
MOISE SCHORNSTEIN, President
DONALD K. PEYTON, Vice President
SAM GAINSBURGH, Treasurer
STEVE MARTINY, Manager
JAY TINES, Sales Manager

Peninsula Paper Co.
(see West Coast Paper Co.)

Peninsular Paper Company (I)
P.O. Box 1197
TAMPA, FL 33601
813-621-3091
J.D. CLARKE, JR., President
R.S. CLARKE, Vice President
KAREN CLARKE, Treasurer

ORLANDO, FL 32808 (I)
305-298-4720
3012 Shader Road
THOMAS H. BURNETT, General Manager

Penn Jersey Paper Company (I)
2801 Red Lion Road
PHILADELPHIA, PA 19154
215-671-9800
THOMAS R. FURIA, SR., President
THOMAS R. FURIA, JR., General Manager
ALBERT RENZI, Treasurer
JAMES SCHAPPERLE, Sales Manager
LEONARD MULDOON, General Sales Manager
BUD STEINBROIN, Sales Manager
JOHN RILLI, Sales Manager
KEVIN HOGAN, Sales Manager

Penn State Paper & Box Co. (I)
P.O. Box 1906
323 Sumner Street
ALLENTOWN, PA 18105
215-433-7468
ERCOLE SPINOSA, Chief Executive Officer
STANLEY MORGANSTEIN, President
ALFRED J. BECK, Treasurer
DAVID J. SPINOSA, Controller
TIMOTHY M. SPINOSA, Sales Manager

Penn Valley Chemical Company (I)
Penn Street & Krieble Avenue
LANSDALE, PA 19446
215-855-1878
G.F. O'BRIEN, President
JAMES J. HANRATTY, Vice President

Perkins-Goodwin Co., Inc. (D)
1 Rockefeller Plaza
NEW YORK, NY 10020
212-246-8500
R.T. O'HARA, Executive Vice President
F. ZAPATA, Vice President-Gen. Mgr

NORTHFIELD, IL 60093 (D)
312-446-4360
540 Frontage Road
JOHN BURZIK, Vice President

Peters Papers (PTY) Ltd (D)
P.O. Box 776
JOHANNESBURG 200

P

SOUTH AFRICA
(011) 683-6915
G.E. BORTOLAN, Managing Director
P. SCHUTTE, Branch Manager

Peterson Paper Co. (D)
301 E. Second St.
DAVENPORT, IA 52801
319-323-9946
R.W. PETERSON, President
RUDOLPH DALL, Vice President
T.P. HOLLOWELL, Treasurer

Piedmont National Corp. (I)
P.O. Box 20118
ATLANTA, GA 30325
404-351-6130
ALBERT MARX, President
HUGH MARX, Chairman Of The Board
GEORGE ROBBINS, Executive Vice President-Sales
JACK DELEON, Vice President-Purchasing
DON COLTER, Administrative Vice President
GARY MARX, Assistant to President
LEWIS MELIKIAN, Dir. of Marketing & Sales
MIKE LEY, Div. Mgr. Packaging

Robert Pilcher Paper Company (I)
P.O. Box 428
JOLIET, IL 60432
815-726-4328
BRUCE FLEISHER, President
PATRICK HEENAN, Vice President
ROBERT FLEISHER, Vica President
TOM WILLETT, Branch Manager

Pioneer Paper And Plastics (I)
5201 Kings Road
JACKSONVILLE, FL 32205
904-354-5501
EDWARD J. FARHAT, Chairman Of The Board
FREDDY E. FARAH, President
JOHN G. FARHAT, Vice President

Pioneer Stimpson (I)
35 Lambert Lind Highway
WARWICK, RI 02886
401-732-3523
ROBERT L. HIRSCHHORN, President
ARTHUR KORETSKY, VP & General Manager

Pitt Plastics, Inc. (I)
1400 Atkinson Ave.
PITTSBURGH, KS 66762
316-231-4030
CRAIG CURRIER, President
CRAIG LUSKER, Sales Manager

Plastic Bag Corp.
2715 W. Grant St.
BELLWOOD, IL 60104
312-544-6192
ROBERT G. JONES, President

Plymouth Paper Company, Inc. (P)
242 Suffolk Street
HOLYOKE, MA 01040
413-536-2810
JOSEPH W. SHAW, Vice President
JOHN W. DIETEL, Vice President
ARMAND C. HACHEY, Vice President
M. S. NORRIS, Treasurer

Pollock Corrugated Container
(see Pollock Paper Distributors)

Pollock Paper Distributors (I)
P.O. Box 660005
DALLAS, TX 75266-0005
214-428-7441
LAWRENCE POLLOCK, JR., President
ROBERT L. ENNIS, Executive Vice President
LOUIS R. COHEN, Merchandising Manager
BRYCE PEYTON, Manager
WESLEY VERNON, Controller

DALLAS, TX 75266 (I)
214-428-7441
P.O. Box 660005
STEVE TAYLOR, Manager
CHARLES MORTON, Manager
THOMAS SAUR, Sales Manager

GRAND PRAIRIE, TX 75050 (I)
(Fort Worth Div.)
817-834-7371
1414 N. Carrier Pkwy W
L.S. POLLOCK, III, Manager
DAVID NORTH, Sales Manager

HOUSTON, TX 77252 (I)
713-861-4571
P.O. Box 2522
SANFORD JACOBS, Manager
DAVID TRAPP, Sales Manager

SAN ANTONIO, TX 78204 (I)
512-226-5181
P.O. Box 9223
JOE F. EVANS, Manager
RICHARD BERK, Manager
TIMOTHY VAN DELDIN, Sales Manager

AUSTIN, TX 78703 (I)
(Austin Chemical Division)
817-752-9263
302 Bowie
WILLIAM TOLIVER, Manager

GRAND PRAIRIE, TX 75050 (I)
(Support Group)
214-988-1988
1430 W. No. Carrier Pkwy.
LAWRENCE POLLOCK, III, Manager

WICHITA FALLS, TX 76307 (I)
817-766-4301
P.O. Box 5007
ROGER ARNOLD, Manager

Pollock Corrugated Container (I)
GRAND PRAIRIE, TX 75050
214-988-1988
1430 W. No. Carrier Pkwy.
THOMAS YOUNGBERG, General Manager

Texas Paper Co.
DALLAS, TX 75207
214-748-8731
P.O. Box 10627
STEPHEN HOLLERN, General Manager
MICHAEL HOLLERN, Sales Manager

Polyplast Group Inc. (P)
A Div./Polymer United Brands
9210 NW 12th Street
MIAMI, FL 33172
305-592-8009
ROBERT K. RULAND, General Manager
GILBERT WORTHINGTON, Marketing Manager
BENJAMIN ORTEGA, Marketing Manager
JOSE AGUIAR, Controller
DONALD WESTBROOK, Sales Manager

Ponderosa Paper Company
(see Sunclipse, Inc.)

Porters Supply Company, Inc. (I)
208 South Pulaski Street
BALTIMORE, MD 21223
301-566-5500
NORMAN GILDEN, President
MILES GILDEN, Vice President
BILL WHITE, Sales Manager

Portsmouth Paper Co. (I)
4 Cutts Street
P.O. Box 600
PORTSMOUTH, NH 03801
603-436-1910
BERNARD GOODMAN, President
SHELDON KRASKER, Chairman of the Board/Treas.
SHELDON GOODMAN, Vice President/General Manager
MILTON F. TODD, Controller/Vice President
STEVEN M. GOODMAN, Vice President
CRIS T. GOODMAN, Vice President

Prescotech Company (I)
1001 West Oak St.
P.O. Box 10068 / Station D
1001 West Oak St.
LOUISVILLE, KY 40210
502-585-5866
LARRY P. GUIGNON, President

ERIE, PA 16512 (I)
814-456-5351
P.O. Box 676
WARREN SAWICKI, Division General Manager

BUFFALO, NY 14240-1630
716-856-2422
P.O. Box 1630

CHEEKTOWAGA, NY 14227 (I)
716-856-2422
1199 Harlem Road

LOUISVILLE, KY 40210 (I)
502-585-5866
1001 West Oak Street
LARRY GUIGNON, President
MATTHEW SCHOEN, Controller

AKRON, OH 44306 (I)
216-724-5574
1779 Marvo Drive

FORT SMITH, AR 72901 (I)
501-646-2973
3233 South Zero Street
RICHARD D. FRANSEN, Division General Manager

EVANSVILLE, IN 47711 (P)
812-424-3392
P.O. Box 4362
RICHARD B. BISCHOFF, Division General Manager

Prescotech-Orcon Group (I)
ROCHESTER, NY 14624
716-247-5400
5 Marway Circle
BRUCE OLSON, General Manager

Presto Paper Co., Inc. (I)
140 West 22nd Street
NEW YORK, NY 10011
212-243-3350
THOMAS M. ROSENTHAL, President
BRIGITTE ROSENTHAL, Vice President

Printing Papers, Inc. (P)
2328 Cantrell Road
LITTLE ROCK, AR 72202
501-372-5999
BING E. PRIEST, President

Pritty Pak
(see Bunzl Corp.)

Proctor Paper Company (D)
60 Dix Street
LOWELL, MA 01852
617-452-6549
RICHARD PROCTOR, President
C. ROBERT PROCTOR, Vice President
RICHARD PROCTOR, Treasurer

Pyramid Paper Company (D)
6510 N. 54th Street
TAMPA, FL 33610
813-621-6446
JOHN O. MILLER, President
KAY V. MILLER, Vice President
CECIL SMITH, Sales Manager

Alfred Quaife & Co. Ltd. (D)
Ennerdale House
273 Abbeydale Road
WEMBLEY, MIDDX.
HA0 1PZ ENGLAND
01-998-7725
G. S. CHRISTIE, Chairman
D. A. FORDHAM, Managing Director
M. SCOTT, Managing Director

WEMBLEY, MIDDLESEX HA0 1PZ (D)
01-997-6661
Ennerdale House
274 Abbeydale Road
M. WINDETT, Director

CHATHAM, KENT, ENGLAND (D)
Ennerdale House
4 Revenge Road
R. SEYMOUR, Manager

LUTON BEDFORDSHIRE, ENGLAND (D)
Ennerdale House 3 Finway
Dallow Road
J. WALLIS, Director

WALTHAM ABBEY, ESSEX, ENGLAND (D)
Unit 15
Lea Park Industrial Estate
B. ARMITAGE, Director

MOUNT FARM, ENGLAND (D)
Unit 1 Grove Ash Dawson Rd
MILTON KEYNES, MK1 1BZ

BUCKINGHAMSHIRE, ENGLAND (D)
Ennerdale House
9 Wooburn Industrial Park
M. WEATHERLEY, Manager

BEDFORD, ENGLAND (D)
3 Lurke Street

Quaker City Paper & Chemical (I)
P.O. Box 1986
YORK, PA 17405
717-843-9061
PAUL E. NEWCOMER, President
ALEXANDER MONTEITH, Executive Vice President
JOSEPH P. STAUFFER, Vice President

Quality Paper, Inc. (I)
96 High St.
N. BILLERICA, MA 01862
617-663-9700
MIKE STEINBERG, V.P. Operations
JOHN CAPPADONA, President & CEO
L. JAMES SOBEL, Executive V.P. & General Mgr.
DAN DELLACAMERA, V.P. Operations

Queensboro Paper Corp. (P)
95-26 Sutphin Blvd.
JAMAICA, NY 11435
718-739-7215
WILLIAM C. CARRIER, President
STEVEN W. CARRIER, Vice President
JACK GELLMAN, Vice President

Quimby-Walstrum Paper Co. (P)
2944 Walkent Drive N.W.
GRAND RAPIDS, MI 49504
616-784-4700
JON RICHARDSON, President
RICK TIETEMA, Vice President Oper
ROBERT R. BOWER, Executive Vice President
DONALD BUTLER, Treasurer
ROBERT J. VOS, Vice President-Marketing

R & D Paper Company (I)
Brooklyn Navy Yard
BROOKLYN, NY 11205
718-852-4676
DAVID GUTTMAN, President

RMA/KOLKO Corporation (I)
P.O. Box Q
ROCHESTER, NY 14623
716-328-9500
J. HERBERT OGDEN, JR., Chairman
SAMUEL W. KOLKO, President
M. J. KOLKO, Executive Vice President
JAMES W. STENGER, Executive Vice President
CHARLES SCHWARTZ, Vice Chairman
JACK PEARSON, Vice President Commercial Sales

UTICA, NY 13501 (D)
2650 Remington Road
ALAN SCHACHTER, Manager

Randolph Paper Company (I)
105 W. Adams
CHICAGO, IL 60603
312-738-1700
SYDNEY FEINBERG, President & Treasurer
CRAIG A. LOTSOFF, Executive Vice President
GERALD W. SMITH, Executive Vice President
GERALD BARECK, Executive Vice President
DAVID MAROSE, Executive Vice President
RUSSELL RABJOHNS, Executive Vice President

Redstone Paper Co.
(see Affiliated Paper Companies)

Reed Paper & Party Outlet
(see Reed Paper Co., Inc.)

Reed Paper Co., Inc. (I)
P.O. Box 1704
LEWISTON, ME 04240
207-784-1591
MICHAEL C. REED, President
JOHN CAMPBELL, Vice President-General Manager
MICHAEL DURGIN, Sales Manager

BANGOR, ME 04401 (I)
207-945-9636
24 Larkin Street
SHARON TOOTHAKER, Branch Manager

Reed Paper & Party Outlet (I)
LEWISTON, ME 04240
207-784-0852
Marketplace Mall
Main Street
BRUCE ADAMS, Branch Manager

AUBURN, ME 04210 (I)
207-786-3628
386 Minot Ave
SUE STEWART, Branch Manager

Regal Envelope Company, Inc.
(see WWF Paper Corp.)

Reid Paper Company, Div. of Steindler Paper Company
(see CDA Distributors)

Reliable Paper Co. (D)
P.O. Box 13397
MILWAUKEE, WI 53213
414-258-1200
PHILIP K. HARVEY, President
TERRENCE B. GILBOY, Vice President
ANTHONY N. HEINZ, Treasurer
DONALD SPANKOWSKI, Vice President
JAMES G. PHILLIPS, Vice President, Marketing
BARRY T. HENTZ, Vice President, Sales
ANTON JERAS, Vice President/Operations

APPLETON, WI 54911
414-731-0311
2300 American Drive

Combined Packaging Inc. (D)
APPLETON, WI 54911
414-731-8551
2300 American Drive
CHARLES R. MILLER, President

Renard Paper Co. Inc. (I)
4465 Manchester Avenue
ST. LOUIS, MO 63110
314-371-4422
HENRI E. RENARD, Chairman
DAVID A. RENARD, President
D. M. RENARD, Vice President
MARGARET R. DROEGE, Vice President
PAUL H. RENARD, Vice President
JOHN M. RENARD, Vice President

Reuben Schneider Co. (I)
1926 W. North Lane
PHOENIX, AZ 85021
602-242-5929
REUBEN SCHNEIDER, President
JOSEPH J. SCHNEIDER, Vice President
GLORIA SCHNEIDER, Treasurer

Richards & Simmons, Inc.
(see Jordan Paper Products, Inc.)

Rinn, G. A., Paper Company
(see Killhour Commercial Paper Company)

Ris Paper Company, Inc. (P)
1225 Franklin Avenue
GARDEN CITY, NY 11530
516-742-2424
HOWARD C. RIS, Chairman Emeritus
WILLIAM G. GROB, Vice Chairman
BENJAMIN W. KRIEGER, President & CEO
THOMAS WALDEN, III, Chairman
RAYMOND G. MCGINNESS, Treasurer
FRED J. LOMBINO, Vice President-Operations
PETER W. STROPLE, Vice President Finance
GORDON SNYDER, MIS Director

WOBURN, MA 01888 (P)
617-938-1800
499 Wildwood St.
P.O. Box 4027
RICHARD C. ROGERS, President
RAYMOND G. McGINNESS, Vice President & Treasurer
DONALD STOCKWELL, Vice President & Sales Manager
GORDON RAYMOND, Manager

CONCORD, NH 03301 (P)
603-225-5545
6 Park St.
P.O. Box 492
WILLIAM E. STEELE, Manager

DALLAS, TX 75248
214-931-0111
7009 Duffield Dr.

PROVIDENCE, RI 02904 (P)
401-467-9450
350 Allens Avenue
GORDON H. ROBERTSON, Manager

ROCKY HILL, CT 06067 (P)
203-563-8211
1000 Elm Street
P.O. Box 459
RICHARD M. KEEVERS, Vice President
DANIEL T. KEEFE, Sales Manager

CAPITOL HEIGHTS, MD 20743 (D)
301-336-8833
9101 E. Hampton Dr.
P.O. Box 8564
LLOYD O. HOFFMAN, JR., President
FRANK P. WILLIAMS, III, Treasurer
BILL CLARK, Vice President, Sales Manager

R

PENNSAUKEN, NJ 08110 (P)
609-488-0800
1705 Suckle Highway
JOSEPH GIORDANO, President
GEORGE MICK, Treasurer
DAVID DISTISIO, Manager

BALTIMORE, MD 21230 (D)
301-539-1270
1220 Key Hwy.
WILLIAM M. PIGG, Branch Manager

ALBANY, NY 12205 (P)
518-438-1774
116 Railroad Ave.
P.O. Box 5128
JOHN PATTENAUDE, Manager

ALLENTOWN, PA 18103 (D)
215-434-4411
444 East Cedar Street
MICHAEL HNAT, Vice President

LONG ISLAND CITY, NY 11101 (P)
718-392-8100
45-11 33rd Street
KENT L. CARSON, President
ISABEL DELIBERTI, Treasurer
FREDERIC BENNETT, Executive Vice President

RICHMOND, VA 23231 (D)
804-222-7660
4222 Sarellen Road
ADIE TEMPLETON, Branch Manager
TIMOTHY SHEEY, Sales Manager

CINCINNATI, OH 45214 (D)
514-721-2163
1221 Harrison Avenue
JACK B. SCHNEIDER, President
THOMAS A. BASTI, Treasurer
THOMAS J. MALONEY, Vice President

COLUMBUS, OH 43216 (D)
614-274-1155
2365 Scioto Harper Dr.
P.O. Box 2259
ERWIN L. MICHEL, JR., Vice President-Manager

DAYTON, OH 45404 (D)
513-222-7829
1200 Leo Street
JAMES M. TROXELL, Vice President-Manager

INDIANAPOLIS, IN 46206 (P)
317-635-5506
1302 Stadium Dr.
P.O. Box 363
DONALD R. CHAMNESS, Vice President

WEST HAVEN, CT 06516
203-937-1234
240 Frontage Rd.
TOM SCANLON, Operations Manager

Walker Goulard Plehn Co. (D)
GARDEN CITY, NY 11530
516-683-3390
1225 Franklin Avenue
CHRISTIAN O'CONNOR, President

Garden City Paper Intl. (D)
PENNSAUKEN, NJ 08110
609-488-2211
1705 Suckle Highway
P.O. Box CN-7
TOM TANGUAY, Vice President, General Manager
JOE O'NEILL, Manager

SOUTH BEND, IN 46619 (P)
219-287-1541
1402 S. Olive St.
P.O. Box 3009
PHILLIP SINCLAIR, Vice President-Manager

Rite-Away Paper Points, Inc. (D)
5432 West 111th Street
OAK LAWN, IL 60453
312-422-6534
JAMES C. MANGAN, President & Sales Manager
ROBERTA A. MANGAN, Vice President & Treasurer

River House Distributors (D)
Rd #1 West River Road North
FULTON, NY 13069
315-593-6296
RAFFAELA A. ARENA, President

Roach Paper Company
(see Distribix, Inc.)

Robert Paper Co., Inc. (D)
404 Park Avenue South
NEW YORK, NY 10016
212-673-7100
R. MILES ROBERT, Vice President

Aquatex Paper Corp. (D)
NEW YORK, NY 10016
212-673-7100
404 Park Avenue South
R. MILES ROBERT, Vice President

Roberts Paper Company (I)
P.O. Box 1029
AMARILLO, TX 79105
806-376-9814
RICHARD ROBERTS, Chairman Of The Board
RICHARD E. ROBERTS, President
BARBARA MILLER, Vice President
JOY LACY, Treasurer

Roberts Paper Co. (D)
Industrial Circle
LINCOLN, RI 02865
401-724-1000
S. DAVID ROBERTS, President
HAROLD S. ROBERTS, Executive Vice President
IRVING H. LEVINE, Treasurer
ALBERT M. SURDUT, General Manager

C. H. Robinson Paper Co. (D)
160 Fox Street
PORTLAND, ME 04101
207-773-2973
JOHN M. ROBINSON, President, C.E.O.
DAVID H. DRAKE, Vice President Gen. Manager
J. ARCHIE PRINCE, Sales Manager
KEITH MALONE, Treasurer

WOBURN, MA 01801 (P)
617-935-7550
39 Commerce Way
THOMAS QUILLANN, Vice President Gen. Manager
RICHARD CASEY, Sales Manager

Rochester Paper Co.
(see Chudy Paper Co.)

Rockford Paper & Plastics Co. (I)
P.O. Box 198
ROCKFORD, IL 61105
815-964-6729
MARK A. SULLIVAN, Vice President/ General Manager
ERVIN J. KATZ, Sales Manager

Rohner Distributors
(see CDA Distributors)

Rolland Inc., Dist. Division (P)
200 Ronson Drive, Suite 501
ETOBICOKE, ONTARIO M9W 5Z9
CANADA
416-249-7021
TERRY PITCHFORD, Executive Vice President
RUSS TURNBULL, Vice President Marketing
MARIO GAUTHIER, Vice President
DAVE COHOON, Manager Marketing Services

Select Papers (P)
MISSISSAUGA, ONTARIO L4B 1K9
416-674-2335
3190 Caravelle Drive
TED HUGHES, General Manager
BOB BURMAN, General Sales Manager
TERRY ASKIN, Sales Manager
BRIAN WATT, Sales Manager
DAVE OTLEY, Marketing Manager
GARY PEARSON, Direct Mill Service Manager
GLEN MATTHEWS, Manager

Les Papiers Graphiques (P)
MONTREAL, QUEBEC H1J 1L8
514-351-3520
10000 Ray Lawson Blvd.
BENOIT COURCHESNE, General Manager
FRANCOIS THOMAS, Sales Manager
GILLES TAILLEFER, Manager

ST. FOY, QUEBEC G1P 3S4 (P)
418-658-0116
2800 Dalton Street
ANDRE CANTIN, Branch Manager

Graphic Papers (P)
MONCTON, N.B. E1E 3R8
506-857-[illegible]016
80 Driscoll Crescent
MARK WEBSTER, Branch Manager

SCARBOROUGH, ONTARIO M1V 3N8 (P)
416-298-4440
345 Passmore Ave
JEFF TAPPING, General Manager
GARY SAWYER, General Sales Manager
GARY WILSHER, Sales Manager
KEN HAYES, Sales Manager
JIM DUPUIS, Manager

SUDBURY, ONTARIO P3E 5P4 (P)
705-673-1500
1350 Kelly Lake Road
GERALD JOLLY, Branch Manager

OTTAWA, ONTARIO K1B 3V3 (P)
613-744-0985
1228 Innes Road, Bay 303, 304
ROD VILLENEUVE, Branch Manager

ROPAK
(see CDA Distributors)

ROPAK Of Texas
(see CDA Distributors)

Rotary Paper Manifold Co. (P)
4250 United Parkway
SCHILLER PARK, IL 60176
312-678-9095
R. G. VAN DYCK, President
R. S. BULL, JR., Vice President Administration
J. KEVIN CHAPMAN, Vice President/ Sales Manager
C. T. KOUROS, Controller

Rourke-Eno Paper Co.
(see Paper Corp. of America)

Royal Paper Corp.
(see WWF Paper Corp.)

Royal Paper of NY, Inc.
(see WWF Paper Corp.)

Royal Papers, Inc. (I)
1218 South Vandeventer
ST. LOUIS, MO 63110
314-533-6215
PAUL S. PASSANISE, President
EDWARD J. NASH, Vice President

Runge Paper Co. (D)
2201 Arthur Ave.
ELK GROVE, IL 60007
312-625-6137
LEONARD E. RUNGE, Chairman Of The Board
ROGER E. BENHART, President
HEINZ A. KRUEGER, Treasurer

Russell-Field Paper Co., Inc. (D)
2801 Grant Street
BELLWOOD, IL 60104
312-544-6123
JOHN FIELD, President
HOLLIS PORTER, Vice President
VERNON FIELD, Sales Manager

SPP NEMO S-A (D)
Alameda Franco, 1054
Cerqueira Cezar CEP 01422
J. Paulista
011-881-4700
SAO PAULO, SP BRAZIL
MAX FEFFER, Executive Vice President
JOSE TADEU MUNIZ, Marketing Manager

Saalfeld Paper Company (I)
2701 Spring Grove Avenue
CINCINNATI, OH 45225
513-542-7100
CLEM SAALFELD, President
CARL LIENHART, Vice President
MIKE STRUNK, Vice President
ROBERT SAALFELD, Chairman

Salem Paper Co. (I)
16 Broadway
SALEM, MA 01970
617-744-3323
HERBERT ABLOW, President-Sales Manager

San Luis Paper Company (I)
P.O. Box 1859
SAN LUIS OBISPO, CA 93406
805-544-5656
HAROLD LARSON, President
HILDING LARSON, Vice President
DEBBIE HOFFMAN, Treasurer

Saxon Paper
(see Paper Corp. of America)

Schilling Paper Company, Inc. (D)
LaCROSSE, WI 54602
122 Buchner Pl.
608-784-4517
ALLAN E. SCHILLING, JR., President
JOHN P. SCHILLING, Vice President

ROCHESTER, MN 55901 (D)
507-288-8940
1620 N.W. 7th Street
JOHN SCHILLING, Branch Manager
DAVE HAWKINS, Sales Manager

AUSTIN, MN 55912-3676 (D)
507-433-3447
1210 N.E. 14th Street

EAU CLAIRE, WI 54701 (D)
715-834-5335
3110 Louis Avenue

MADISON, WI 59704
608-257-1500
DAC Sales
1425 East Dayton St.

Schnaible Service & Supply Co. (I)
P.O. Box 1453
LAFAYETTE, IN 47902
317-742-0280
O. U. SULLIVAN, Chairman of the Board
DONALD JAY STEIN, President
JAMES W. WARD, Vice Pres. & Gen. Mgr.
THEODORE KLINE, Treasurer
GALE SCHNAIBLE, Director of Sales

BLOOMINGTON, IN 47401 (I)
812-332-1131
92B S. Walnut St.
RITA ASHCRAFT, Branch Manager

INDIANAPOLIS, IN 46219 (I)
317-352-0333
2402 N Shadeland Ave., Bldg. A-Suite 6
MICHAEL DAVIS, General Manager

LA PORTE, IN 46350 (I)
219-362-6338
610 Lakeshore Drive
OSCAR NAGLER, Branch Manager

FORT WAYNE, IN 46804 (I)
219-456-8606
302 E. Wallace Street

KOKOMO, IN 46901 (I)
317-459-9340
1813 E. Vaile
JOHN DODD, Branch Manager

Schwartz Paper Co. (D)
P.O. Box 2788
MUNCIE, IN 47307
317-284-7766
RAY S. FERGUSON, President
HELEN B. SCHWARTZ, Vice President
LOWELL PEQUIGNOT, Executive Vice President
M. D. SCHWARTZ, Chairman

Seaman-Patrick Paper Co. (P)
2000 Howard Street
DETROIT, MI 48216
313-496-3131
F. M. STARLING, Chairman of the Board, C.E.O.
W. JOHN WICKETT, President, C.O.O.
JIM RENO, Sales Manager
DAVID LaMOTHE, Vice President/Operations
JAMES G. SCOTT, Vice President Sales & Marketing
WILLIAM CARTWRIGHT, Vice President/Purchasing
RAYMOND FISHER, Vice President
GEORGE F. ASHLEY, Vice President Finance

Selig Paper Company
(see GWM Industries, Inc.)

Seneca Paper Co.
(see Paper Corp. of America)

Service Paper Company (I)
3324 Lind Avenue S.W.
RENTON, WA 98055
206-575-0066
DONALD ANDERSON, President
JOSEPH HOLTON, Vice President
LEONARD GREEN, General Manager
DAVE GAISER, Marketing Manager

Set Point Paper Co., Inc. (P)
69 Elm Street
FOXBORO, MA 02035
617-543-3800
RICHARD MADIGAN, President, Treasurer
MICHAEL E. KENEALLY, Vice President
CHRISTOPHER P. KEARNEY, Product Manager
JOHN GULINO, Sales Manager

Shaughnessy-Kniep-Hawe Paper (P)
P.O. Box 14289
ST. LOUIS, MO 63178
314-533-2711
EDWARD H. KNIEP, III, President
LOUIS W. LEHMAN, Vice President
DUANE N. WRIGHT, Vice President
VERNON R. KIRCHOFF, Treasurer

Sheridan-Clayton Paper Co. (D)
P.O. Box 384
ST. JOSEPH, MO 64502
816-279-0817
JACK W. CLAYTON, President
SHARON S. CLAYTON, Vice President
GARY M. WYATT, Sales Manager

Shore Paper Company (I)
4100 Poplar Street
PHILADELPHIA, PA 19104
215-382-2544
AARON L. SHORE, Vice President
JEFFREY SHORE, President
JAMES SHORE, Treasurer
JEFFREY SHORE, Sales Manager

Shorr Paper Products, Inc. (I)
227 South River Street
AURORA, IL 60507
312-897-6000
KENNETH SHORR, Chairman
ROBERT SHORR, President
DARRELL HUTTON, Sales Manager
BERT DIETER, Controller
BRAD SHORR, Sales Manager

MARSHALLTOWN, IA 50158 (I)
208 Leo Street
GARY MYERS, Branch Manager

CHICAGO, IL 60611 (I)
875 N. Michigan Avenue
ROBERT SHORR, President

Sidco Paper
(see Wilder Industries Inc.)

Silfen-Berman Paper Co. (I)
122 New South Rd.
HICKSVILLE, NY 11801
516-822-8500
NORMAN SILFEN, President
ROBERT BERMAN, Vice President
GEORGE KOPP, Vice President

FARMINGDALE, NY 11735 (I)
516-756-0050
30 Central Ave.
NORMAN SILFEN, President
GEORGE KOPP, Vice President

Simon Miller Sales Company (D)
1218 Chestnut Street
PHILADELPHIA, PA 19107
215-923-3600
JOSEPH LEVIT, President
HENRI C. LEVIT, Vice President

Sloan Paper Co. (P)
3587 Oakcliff Rd. N.E.
ATLANTA, GA 30340
404-447-9000
COLEY EVANS, JR., President
E. CHARLES WALTON, Executive Vice President
C. B. HULSEY, JR., V.P. Purchasing
JAMES V. VANSANT, JR., Treasurer
E. RUSSELL WILLIAMSON, V.P. Advertising

BIRMINGHAM, AL 35208-1224 (P)
205-781-2644
1133 Roberts Industrial Drive
JAMES L. BIRD, JR., Manager

HUNTSVILLE, AL 35805-1332 (P)
205-837-6680
1100 Putman Drive, N.W.
BOB HESTER, Manager

MONTGOMERY, AL 36109-1410 (P)
205-279-0555
2776 N-P East Gunter Park Drive
BILL HINES, Manager

TAMPA, FL 33619 (P)
813-621-0707
9866 Currie Davis Drive
HARVEY REID, Manager

ATLANTA, GA 30340-3096 (P)
404-447-9000
3587 Oakcliff Road, N.E.

COLUMBUS, GA 31907-3813 (P)
404-561-8170
1364 Jacqueline Drive
T. H. SMALSHOF, Manager

S

JACKSON, MS 39213-7054 (P)
601-362-9601
300 Commerce Park Drive
GENE BELL, Manager

CHATTANOOGA, TN 37404 (P)
615-622-7795
1310 East 14th Street
P. J. ZWICKNAGEL, Manager

KNOXVILLE, TN 37919 (P)
615-584-3017
6512 Baum Drive, Suite 2

NASHVILLE, TN 37207-4716)P)
615-228-2664
3350 Ambrose Avenue
EDDY JACKSON, Manager

G. F. Smith & Son-London-Ltd. (P)
Lockwood Street
HULL, HU2 OHL, ENGLAND
HULL 23503
J. ALEXANDER, Managing Director

Smith Paper Company (I)
304 Mulberry Street
P.O. Box 7245
PINE BLUFF, AR 71611
501-534-9010

Smith-Scharff (I)
P.O. Box 15215
ST. LOUIS, MO 63110-0215
314-533-0233
ARTHUR L. SCHARFF, President
GENE V. PETERMAN, Executive Vice President
STEVEN J. FELDMAN, Director of Sales/Marketing
LARRY GEURKINK, Director of Operations

W. H. Smith Paper Corporation (P)
P.O. Box 1290
ALBANY, NY 12201
518-489-8311
TERRY PITCHFORD, President
DUNCAN J. MacCALMAN, Executive Vice President
RICHARD W. POWELL, Vice President/Sales
JOHN C. SELIG, Vice President Operations
LUTEHR J. PANTALEO, Treasurer

Snyder Paper Corp. (D)
P.O. Box 758
HICKORY, NC 28601
704-328-2501
D. THAD LINEBERGER, Sales Manager, Industrial
BUSTER R. SPENCER, Vice President
ROGER K. McGUIRE, Vice President
FRED E. SMITH, Vice President
P. C. UNDERDOWN, JR., Treasurer

CHARLOTTE, NC 33278 (D)
704-333-9675
P.O. Box 33278
BOB TRACY, Branch Manager

RALEIGH, NC 27625 (D)
P.O. Box 95072
Suite 110
ROY F. WAYNE, Branch Manager

Snyder Point Corporation (D)
P.O. Box 4118
HIGH POINT, NC 27263
919-882-0126
JOHN C. McALLISTER, JR., President

Sofco, Inc. (D)
702 Potential Parkway
Corporation Park
SCOTIA, NY 12302
518-374-7810
JAMES V. GARGIULO, President
MORRIS T. PALOMBO, Vice President
MAURICE E. COSTELLO, Treasurer
MONTE J. PALOMBO, Sales Manager

POUGHKEEPSIE, NY 12603 (D)
914-473-7500
123 Dutchess Tpke. Box 10
ED HEBERT, District Manager

GLEN FALLS, NY 12801 (D)
Mark Plaza
Quaker Road
DAVID MAGNANO, District Manager

SOFCO, INC.
UTICA, NY 13501
2650 Remington Rd.
MONTE PALOMBO, District Manager

Southern Business Products
(see Mead Merchants)

Southern Paper Company
(see Mead Merchants)

Southern Paper Company (P)
7300 N.W. 35th Avenue
MIAMI, FL 33147
305-691-7310
ROBERT J. HANNA, Chairman of the Board
WILLIAM C. SCRIMGEOUR, President
AUDRA B. HANNA, Treasurer
ELIZABETH H. PATTON, Vice President
JAMES HAY, Sales Manager
RICHARD McKIM, Assistant Sales Manager

Southern Paper Company
518-520 Salem Ave. S.W.
ROANOKE, VA 24016
703-344-1911
B. G. HUGHES, President

Southern Paper Co., Ltd. (I)
P.O. Box 8647
NEW ORLEANS, LA 70182
504-943-0042
AUGUST A. CABONI, President
WILLIAM L. JONES, Vice President
JAKE J. GENNARO, Treasurer

Southern States Giftwrap
(see Butler Paper Co.)

South Jersey Paper Products (I)
351 W. Elmer Road
VINELAND, NJ 08360
609-691-2605
MARTIN A. SPECTOR, President
BONNIE SPECTOR, Treasurer

Southland Wholesale Distributors
(see Affiliated Paper Companies)

Southon Paperpoint, Inc. (P)
521 East Mosel Avenue
KALAMAZOO, MI 49005
616-382-1284
RICHARD H. JONES, President
EDWARD DAVIS, Executive Vice President
DONALD L. KIRKPATRICK, Executive Vice President
JOHN HART, Vice President
MIKE ROSCHEK, Vice President

Paperpoint of Grand Rapids
GRAND RAPIDS, MI 49503
616-459-4421
3755 S. Linden
BARBARA J. FODOR, Manager

Paperpoint of Kalamazoo
KALAMAZOO, MI 49005
2207 Lake St.

Paperpoint of South Bend
SOUTH BEND, IN
619 N. College

South Shore/Schuster Paper Co. (I)
Third Avenue & Memorak Drive
NEPTUNE CITY, NJ 07753
201-774-2525
THOMAS C. McDONALD, President
JEFFREY HOFFMAN, Vice President
CHARLES SHIRLEY, Sales Manager

Southwest Paper Co.
321 S. Frankfort
TULSA, OK 74120
918-582-3114
DONALD E. OZMENT, President
JERRY HENDERSON, Sales Manager

Spartan Paper Products (I)
305 West Maple Ave.
ORANGE, CA 92666
714-997-4900
JACK A. MESNA, Vice President
DENNIS VALLONE, Vice President
STEVE LESTER, Sales Manager
DIANE MAZZEO, Treasurer

Spiegel Bros. Paper Company (I)
678 Albany Avenue Ext.
KINGSTON, NY 12401
914-338-7206
SIDNEY SPIEGEL, President
ELLIOTT SPIEGEL, Vice President
SYLVIA SPEIGEL, Treasurer

Springfield Paper Specialties (I)
Limekiln Pike At The PA. Tpke.
FT. WASHINGTON, PA 19034
215-643-2800
RALPH N. JENNINGS, JR., President
RONALD C. TIETJENS, Sales Manager
ARTHUR L. WURSTER, Treasurer

Standard Paper (P)
2607 14th Street
DETROIT, MI 48216
THOMAS C. GABLE, President
RICHARD J. GABLE, Vice President
CASS F. GABLE, Treasurer
KEITH R. CARROLL, Sales Manager

Standard Paper & Merchandise (I)
180 Lyman Street
SPRINGFIELD, MA 01103
413-736-1000
EDWARD L. MAZER, President
LEONARD E. BLAKE, Vice President
FRANK MASTALERZ, Vice President

Standard Paper Sales Company (I)
32 Banks Avenue
ASHEVILLE, NC 28801
704-253-7696
JOHN FROST WOODHOUSE, JR., President
PAULA B. WOODHOUSE, Vice President
JOHN FROST WOODHOUSE, III, Vice President

Stanford Paper Company
(see Carter Rice)

Stanley Paper Company, Inc. (I)
3130 Leonis Blvd.
LOS ANGELES, CA 90058
213-581-7826
STANLEY W. JACOBS, President
JIM HINES, Executive Vice President
LEONARD KATZ, Executive Vice President
STEVE KILEY, Vice President

Donill Die Cutting (I)
LOS ANGELES, CA 90058
3130 Leonis Blvd.
DON BROMILEY, Manager

Wright Container (I)
LOS ANGELES, CA 90058
Sub Stanley Paper Co.
3130 Leonis Blvd.
GEOFF BROOKS, Branch Manager

Stan-Mar Packaging (I)
5757 Thimens
ST. LAURENT, QUEBEC
H4R 2H6 CANADA
514-335-0555
NEIL TRYANSKY, President
STAN EILEY, Vice President
STAN ARANOFF, Vice President
HAROLD GRODINSKY, Sales Manager

Star Paper Company, Inc. (I)
133 Hale Street
P.O. Box 886
HAVERHILL, MA 01831
617-373-5651
NICHOLAS PETERSON, President
DEAN N. PETERSON, Vice President
PAUL N. PETERSON, Vice President

Steen-Macek Paper Company (D)
P.O. Box 11628
GREEN BAY, WI 54307-1628
414-336-0070
WILLIAM HAYES, President
GORDON DITTMER, General Manager
MICHAEL RAMAKER, Treasurer

Steindler Paper Company
(see CDA Distributors)

Sterling Paper Co. (D)
560 South Front Street
COLUMBUS, OH 43215
614-228-4301
ROBERT ROSENFELD, President/CEO
THOMAS MARKHAM, Chairman of the Board
KAREN FORCINA, Manager of Marketing & Sales
ROBERT BASSETT, Branch Manager
SCOTT RECHEL, Controller

MANSFIELD, OH 44906 (D)
419-529-5881
575 North Trimble Road
KAREN FORCINA, Manager Marketing/Sales

MIDDLEBURG HEIGHTS, OH 44130 (D)
16600 Sprague Road

Stevens Co., (The)
6550 Okeechobee Blvd.
WEST PALM BEACH, FL 33411
305-683-4701
LOUIS A. STEVENS, President
ALEX H. STEVENS, Vice President
HENRY W. STEVENS, Vice President
R. GREGORY ROGERS, General Manager

St. Jon Packaging Company, Inc. (I)
P.O. Box 4244
HAMDEN, CT 06514
203-288-7781
MICHAEL B. KASPER, President
BERNICE KASPER, Vice President
JOE BAREY, Sales Manager

St. Jon Packaging Company (I)
BEDFORD, MA 01730
The Center Rm. 338
59 Middlesex Turnpike

St. Louis Paper & Box Company (I)
P.O. Box 8260
ST. LOUIS, MO 63156
314-531-7900
WILLIAM M. LIVINGSTON, Chairman
CRAIG MOLD, Vice President Sales
WILLIAM M. LIVINGSTON, JR., Treasurer
ROBERT M. MAYER, President
R. DENNIS STENDBACK, Vice President Purchasing

St. Lucie Chemical & Supply
(see Heritage Paper Company Inc.)

St. Lucie Paper & Packaging (I)
P.O. Box 3836
FT. PIERCE, FL 33450
305-464-8406
M. HAMILTON-SMITH, President
CINDY HAMILTON-SMITH, Treasurer
SETH CARTER, JR., Vice President
GENE LOWE, Sales Manager

J. Stone & Company, Inc. (I)
14 Bennett Street
P.O. Box 426
LYNN, MA 01903
617-592-4377
CAROL Z. STONE, President & Treasurer
PETER J. STONE, Vice President
ROBERT E. BENJAMIN, Sales Manager

Chas. G. Stott & Co. Inc. (D)
1935 5th Street N.E.
WASHINGTON, DC 20002
202-832-8000
REED SMITH, President
JAMES D. McLAUGHLIN, Vice President/Manager

Strauss Paper Co., Inc.
10 Slater Street
PORT CHESTER, NY 10502
914-937-0004
STEWART STRAUSS, President
KEN JOHNSON, Director, Sales

Fred C. Strype, Inc. (D)
P.O. Box 72
MONMOUTH BEACH, NJ 07750
201-229-9053
FRED C. STRYPE, JR., President & Treasurer
FRED M. STRYPE, Vice President

Summerfield Paper Co.
P.O. Box 12724
MEMPHIS, TN 38112
901-324-3858
H. I. SUMMERFIELD, President
JERRY SUMMERFIELD, Vice President
SHIRLEY SUMMERFIELD, Treasurer

Sunclipse, Inc. (I)
Kent H. Landsberg Div.
1610 S. Greenwood Ave.
MONTEBELLO, CA 90640
213-721-2132
KENT H. LANDSBERG, Chairman of the Board
GENE SHELTON, President
C. W. DODDS, Chief Financial Officer
ANTHONY MARRELLI, Corporate Controller
CURTIS H. THOMAS, Corporate Counsel

SACRAMENTO, CA 95825
2553 Northrop Avenue
GREG CHRISTENSEN, General Manager

Western Flexible Packaging
MONTEBELLO, CA 90640
213-725-1972
1620 South Greenwood Avenue
LEE NICKEL, Vice President

Landsberg, Kent H., Company (I)
ATLANTA, GA 30336
404-696-9040
4713 Fulton Industrial Blvd.
WINSTON BOWMAN, General Manager

HAYWARD, CA 94544 (I)
415-489-8200
31067 San Clemente
FRANK CHESNOS, Vice President

MONTEBELLO, CA 90640 (I)
213-726-7776
1640 South Greenwood Avenue
SETH LANDSBERG, Vice President
THOMAS C. PUSHECK, Executive Vice President
JOSEPH GILLER, Vice President

SAN MARCOS, CA 92069 (I)
619-578-2015
664 N. Twin Oaks Valley Road
DICK JENKINS, Vice President
CAY BOHNSACK, Vice President, General Manager

Ponderosa Paper Co.
HAYWARD, CA 94544
415-489-8200
31067 San Clemente
BOB BURROUGHS, General Manager

Superior Paper, Inc.
P.O. Box 11580
LOUISVILLE, KY 40211
502-583-1647
P. R. LANCASTER, JR., President

Superior Paper Products, Inc.
120 Rice St.
P.O. Drawer 1129
BANGOR, ME 04401
207-947-7311
LEONARD E. MINSKY, President & Treasurer
KENNETH WHITNEY, Vice President
DANA FENIMORE, Vice President

PORTLAND, ME 04104
207-772-8434
114 Fore Street
MARILYN MINSKY, General Manager

Supply Service, Inc.
2719 Sutton Blvd.
ST. LOUIS, MO 63143-3092
314-647-4455
RONALD N. CARTER, President & Treasurer
KENNETH R. CARTER, Vice President Operations
HAROLD R. KUNZ, SR., Vice President

Supplyways, Inc.
(see West Coast Paper Co.)

Symons Paper Co.
(see Dowd Company)

Svenska Pappersgrossist-Forbundet (45) (D)
Box 5512-114 85
STOCKHOLM, SWEDEN
LARS ERIK FYRBERG, Director

Syndicat National Des Emballages Commerciaux (D)
76 Avenue Marceau
75008 PARIS, FRANCE
ROGER GLINEUR, Secretary General

Tarheel Paper & Supply Co.
P.O. Box 35139
GREENSBORO, NC 27425
919-668-3220
JAMES MARTIN, President
MIKE GAINES, Vice President

Taverner & Fricke
1461 E. Fourth Street

T

LOS ANGELES, CA 90033
213-269-8211
CARL H. FRICKE, JR., Chairman
STEVEN E. FRICKE, President
ROGER KONSTANZER, Sales Manager

Tayloe Paper Co.

6717 E. 13th St.
TULSA, OK 74112
918-835-6911
DAVID BAYLES, President
TOM HORN, Executive Vice President
C. F. O'BYRNE, Executive Vice President

JOPLIN, MO 64801
d/b/a Joplin Paper Co.
929 Virginia Avenue
RICHARD BURDEN, Branch Manager

Taylor Martin Papers, Inc.

P.O. Box 10116
FT. WAYNE, IN 46850
219-483-8146
EMMET BYRNE, President
W. SETH ADAMS, Vice President
MIX MORROW, Sales Manager
DOC SIMONE, Dir. of Purchasing

KALAMAZOO, MI 49001
616-345-3101
5111 E. ML Avenue
Unit 1 Box 15
REX RINGLE, Branch Manager

INDIANAPOLIS, IN 46220
317-849-8989
5709 Park Plaza Ct.
DENNY BOZELL, Branch Manager

ANN ARBOR, MI 48104
313-995-5300
719 Ellsworth Rd.
Suite 6
F. J. NEWBERRY, Branch President

Tec Products, Inc.

P.O. Box 220/200 Markley St.
PORT READING, NJ 07064
201-634-1900
DAVID HOLTZMAN, President

Texas Paper Company

(see Pollock Paper Distributors)

Thayer, Inc.

225 Fifth St.
P.O. Box 867
BENTON HARBOR, MI 49022
616-925-0633
KAY F. PHILLIPPE VARGA, President
JOHN F. VARGA, Vice President

Thom & Cook Ltd. (P)

31-35 Tabard Street
LONDON, SEL 41D, ENGLAND
01-407-6151
JN WOOLLARD, Managing Director

Thompson Merchandising & Supply (I)

860 S. Cambridge Street
SEATTLE, WA 98108
206-762-3806
KEITH LEE, President
JOE COURTNEY, Sales Manager

Tobey Fine Papers

(see Distribix, Inc.)

Tobey Peoria Paper

(see Distribix, Inc.)

Tokyo Paper Trade Assn. (D)

Kami Parupu Kaikan Bldg.
9-11 Ginza 3-Chome, Chuo-Ku
TOKYO, JAPAN
G. YAMAGUCHI, Executive Director

Tonkin Paper, Inc. (I)

167 Klondike Ave.
FITCHBURG, MA 01420
617-343-4861
MAURICE TONKIN, President

Triangle Marketing Corp. (P)

32 Bleecker Street
NEW YORK, NY 10012
212-966-0100
LAWRENCE DIAMOND, Chairman of the Board, Pres.
SAM MARKS, Executive Vice President
DAVID APPELBAUM, Vice President
I. STEPHEN GENKIN, Vice President
ANDREW TAUB, Vice President Marketing
PATRICK DUNNE, Vice President Operations
GERALD MINSKY, Vice President Sales
JEROME LEVIN, Vice President Sales
JORDAN AARONSON, Vice President Sales
MELVIN LADDIN, Vice President Sales
FRED REMER, Vice President Sales
MARVIN LIPTON, Vice President
ROBERT J. CHRISTOPHER, Vice President Sales
ROBERT A. SAUNDERS, Vice President

Triangle Trading Company (D)
32 Bleecker Street
NEW YORK, NY 10012
212-966-0100
JORDAN AARONSON, Sales Vice President

Triangle Trading Company

(see Triangle Marketing Corp.)

L. P. Turgeon, Inc.

130 Montee De Liesse
MONTREAL, QUEBEC H4T 1W4
CANADA
514-735-2231
MAURICE DAGENAIS, President

Turnquist Paper Company (D)

P.O. Box 100
MINNEAPOLIS, MN 55440
612-529-7711
RALPH TURNQUIST, Chairman
ROLF W. TURNQUIST, President
DALE D. MILLER, Vice President-Printing Paper
STEVEN K. ELERT, Vice President-Indus. Papers
PETER BARSNESS, Vice President Finance
CHARLES F. STUDER, Vice President-Operations

U.S. Packaging, Inc. (I)

P.O. Box 2566
1316 Trinity Ave.
HIGH POINT, NC 27261
919-889-9444
MARK C. SPECKMAN, President
C. E. BRADLEY, JR., Vice President
ED STICKLEN, Vice President-Mfg.
GARY D. SMITH, VP Marketing & Sales
STEPHEN C. EDWARDS, Controller

GARDNER, MA 01440 (I)
One Lake St.
P.O. Box 916
617-632-0812
HERVE ROY, Branch Manager

HIGH POINT, NC 27264 (I)
1581 Prospect St.
P.O. Box 7048
919-841-4211
RANDY BROWN, Branch Manager

MAXTON, NC 28364 (I)
Route 3, Box 608
919 844-5293
BILL CANADAY, Branch Manager

DALLAS, TX 75233 (I)
2929 Glenfield Ave.
214-337-8981
DARREL BAILEY, Branch Manager

LITTLE ROCK, AR 72209 (I)
1900 W. 65th St.
P.O. Box 9489
501-565-8436
DWIGHT FAULK, Branch Manager

ONSET, MA 02558
617-295-8155
3057 Cranberry Hwy.
P.O. Box 34

Unicorn Paper Co. (I)

179 Reading
BUFFALO, NY 14220
716-826-7800
JOHN E. CHUDY, JR., President
JOHN E. CHUDY, III, Vice President
JOHN E. CHUDY, JR., Sales Manager
CATHERINE A. HUBBARD, Treasurer

Unijax Inc.

(see Paper Corp. of America)

Union Paper & Supply Co. (D)

P.O. Box 1214
N. Penna. & Conyngham Aves.
WILKES-BARRE, PA 18773
717-822-6117
ARNOLD LIBENSON, President
BEN LIBENSON, Vice President
ROBERT LIBENSON, Vice President/Treasurer

Union Paper Co.

(see Paper Corp. of America)

Unisource Corp.

(see Paper Corp. of America)

United Paper Corp. (D)

P.O. Box 58
MENASHA, WI 54952
414-725-3201
J. R. MURPHY, President/Treasurer
LOIS D. MURPHY, Vice President
DAN MURPHY, Vice President/Legal

United Twine & Paper Co. (I)

P.O. Box 1744
LANCASTER, PA 17603
717-299-1118
JAMES M. BRENER, President
JEAN E. BRENER, Vice President

Universal Paper Corp.

(see Paper Corp. of America)

Valiant Paper & Packaging Co. (I)

75 Knickerbocker Road
MOONACHIE, NJ 07074
201-896-8300
GARY S. COHEN, President
ELIZABETH M. COHEN, Vice President
DAVID A. COHEN, Vice President

Valley Papers, Inc. (P)
801 S. 19th Street
P.O. Box 65175
W. DES MOINES, IA 50265
515-223-5946
JAMES R. BELISLE, President
CAROLE BELISLE, Vice President

Verband des schweizerischen (D)
Papier-und Packmaterial-Grosshandels (12)
Forchstrasse 36 Postfach 290
Ch-8032 ZÜRICH, SWITZERLAND
MAX BROGER, General Secretary

Viking-Criterion Paper Corp.
P.O. Box 88
MASPETH, NY 11378
718-392-7400
SHELDON KORN, President
JAY RABKIN, Vice President
ALLAN STRIANO, Executive Vice President

Viking Paper Converters (P)
333-B Oyster Pt. Blvd.
SO. SAN FRANCISCO, CA 94080
415-588-1858
RICH HAYS, Vice Pres. & Gen. Manager

Virginia Packaging & Supply (I)
Atlantic Container Division
916 South Nova Road
ORMOND BEACH, FL 32074
904-673-9276
JOSEPH GRAY, Division President

Central Atlantic Corp. (I)
ORMOND BEACH, FL 32074
904-673-9276
916 S. Nova Road
TED McKEE, Sales

Virginia Paper Company
(see Mead Merchants)

WWF Paper Corp. (P)
2 Bala Plaza
BALA CYNWYD, PA 19004
215-667-9210
E. V. FURLONG, JR., President
E. V. FURLONG, Vice Chairman
I. T. FURLONG, Executive Vice President
J. D. DUNCAN, Executive Vice President
D. H. PALMER, Senior Vice President
PAUL E. FISCHER, Treasurer
STEWART S. FURLONG, President-WWF Book Publ.
FRANK LUCARD, Corporate Controller
J. FREDERICKS, Vice President-Purchasing
J. ADELSBERGER, Vice President-MIS

CHARLESTOWN, MA 02129 (P)
617-242-5540
440 Rutherford Avenue
WENDELL H. MORRISON, Chairman Of The Board
GEORGE COOK, President
WILLIAM McEVOY, Vice President
GERALD CHRISHOLM, Vice President/Sales Mgr.
JOHN CONNELL, Vice President
EDWARD COPINGER, Vice President
WILLIAM E. PURDY, Vice President
PETER MacDONALD, Executive Vice President
GREGORY MORRISON, Vice President

CHARLESTOWN, MA 02129 (P)
617-791-7121
440 Rutherford Avenue
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NEW YORK, NY 10016 (P)
212-684-1200
185 Madison Ave
12th Floor
WILLIAM J. REILLY, Vice President
ROBERT SPINOSA, Sales Service Manager
ALFRED N. RUBANO, Executive Vice President

ORLANDO, FL 32804 (P)
305-298-0580
2517 Unit #12
Shader Road
STEVE FIELDS, Vice President & General Mgr

WWF Paper Corp.-New England (P)
EAST HARTFORD, CT 06108
203-289-9324
45 Belden Street
KENNETH L. LEWIS, Manager Of Operations
THOMAS YOUNG, Vice President & Gen. Mgr.

Wilcox Walter Furlong Paper Co. (P)
SCRANTON, PA 18509
717-961-5381
310 Depot Street
PETER SLUCK, Vice President

Wilcox Walter Furlong Paper (P)
PHILADELPHIA, PA 19143
215-724-0500
54th & Grays Avenue
JAMES A. LYONS, President
THOMAS C. LOWNES, Vice President
DAVID A. SEEGER, Vice President
PAUL J. WEIHMAN, Vice President
DONALD A. DOUGHERTY, Vice President
WILLIAM E. WRIGHT, Vice President
ROBERT MUSCELLA, Vice President
ARNOLD LARSEN, Sales Manager
WILLIAM HIGGINS, Vice President

SAVAGE, MD 20763 (P)
301-792-8666
8750 Larkin Road
ELMER R. WILLIAMS, Vice President
JOE DUNTON, JR., Vice President
R. S. KERNO, Vice President

ATLANTA, GA 30336 (P)
404-696-8900
P.O. Box 44105
DOUGLAS W. IVESTER, Vice President & Gen. Mgr.
ALAN LINN, Vice President Sales

CHARLOTTE, NC 28206 (P)
704-333-8444
3013 Asbury Avenue
KENNETH F. PAYNE, General Manager

KERNERSVILLE, NC 27284 (P)
919-855-5150
115 Furlong Industrial Dr.
JAMES TOLBERT, Sales Manager
JACK LOONEY, Production Manager

RICHMOND, VA 23261 (P)
804-321-1210
4245 Carolina Avenue
JOHN R. LOWERY, Vice President

WWF Paper Corp.-West (P)
CITY OF INDUSTRY, CA 91746-0657
213-699-0391
P.O. Box 2657
MANVIL MGRUBLIAN, President
GARY SMITH, Vice President
WILLIAM SCHMIDT, Vice President Sales
JACK FONG, Controller
SAM MOORE, Regional Oper. Manager
DICK TONEY, Regional Office Manager

Royal Paper Corp. (D)
NEW YORK, NY 10001
212-924-3400
210-216 Eleventh Avenue
LEONARD BARON, President
EUGENE B. COLE, Executive Vice President
ROBERT ROTHSTEIN, Executive Vice President
DAVID G. FORSLUND, Vice President Sales & Marketing
SAMUEL LANDAU, Vice President
WALTER COLE, Vice President
SEYMORE SCHONFELD, Vice President
ROBERT CERROCHI, Vice President
RAYMOND BROWN, Vice President
BRUCE SILVERSTEIN, Vice President

Royal Paper of NY Inc. (D)
CLIFTON, NJ 07012
201-773-7500
400 Brighton Road
ALFRED CONSTANTS, JR., President

Forest Atwood Paper (P)
ELK GROVE VILLAGE, IL 60007
312-593-7500
1150 Lively Boulevard
THOMAS W. O'BRIEN, President
JOHN H. HEIL, Vice President
WILLIAM L. O'CONNELL, Vice President
RUSSEL BRUZEK, Vice President
JOHN HAHN, Vice President
ROBERT J. KASEBERG, Sales Manager

WWF National (P)
CHARLESTOWN, MA 02129
617-242-5540
440 Rutherford Ave.
THOMAS RYAN, President
WILLIAM DEFORD, Vice President

Major Paper Converters Inc. (D)
400 Brighton Road
CLIFTON, NJ 07012
201-773-7500
MARK COCCIARDI, President
JOHN NEIDER, General Manager

MIAMI, FL 33147 (D)
6301 N.W. 37th Ave.
ALAN G. KAPLAN, General Manager

Beavers Paper-WWF Southwest (P)
DALLAS, TX 75212
214-630-2711
4051 LaReunion Parkway
Suite 160
DAN BEAVERS, President & General Manager
GARY W. CLELAND, Manager

WWF International, Ltd. (P)
NEW YORK, NY 10016
185 Madison Ave.
JOHN CURTIN, President

Regal Envelope Co., Inc. (D)
CLIFTON, NJ 07012
201-773-7500
400 Brighton Road
ZENON BABIUK, President

Central Florida Envelope Co. (P)
KISSIMMEE, FL 32741
1010 Dyer Blvd.
ZENON BABIUK, President

WWF Paper Corp.-West (P)
PHOENIX, AZ 85009
602-243-3925
4014 W. Van Buren Street
MANVIL MGRUBLIAN, President

WWF Paper Company-Florida (P)
MEDLEY, FL 33178
9215 N.W. 101st Street
Medley Commerce Center
RAY LINCKS, Vice President
TOM LEONE, Manager

Lyons & Morrison Paper Co. (P)
WARWICK, RI 02886
401-732-1000
31 Graystone Street
J. F. LYONS, JR., President

Impressions Paper & Supply Corp. (P)
STAMFORD, CT 06902
203-359-8800
733 Canal St.
RAYMOND A GERMIN, President
MICHAEL P. NEGRI, Executive Vice President
PAUL D. COLLINS, JR., Vice President
SEELEY POWLEY, Sales Manager/Customer Service Manager

STAMFORD, CT 06902 (P)
733 Canal St.
RAYMOND A. GERMIN, President
MICHAEL P. NEGRI, Executive Vice President

Paper Products Co.
MEMPHIS, TN 38122
901-323-7615
P.O. Box 22248
RICHARD J. EISEMAN, JR., General Manager

W

WWF International Ltd.
(see WWF Paper Corp.)

WWF National
(see WWF Paper Corp.)

Walker Goulard Plehn Co.
(see Ris Paper Company, Inc.)

S. Walter Packaging Corp. (I)
11620 Caroline Rd.
P.O. Box 16223
PHILADELPHIA, PA 19154
215-676-8888
VALENTINE L. WILSON, President
RICHARD L. WEISBERG, Executive Vice President
ANDREW N. WILSON, Vice President
JAMES F. HENNELLY, Controller/Treasurer

Waterloo Paper Company (I)
P.O. Box 597
WATERLOO, IA 50704
319-234-4459
ELIZABETH G. THODE, President
NEWELL TINKEY, Vice President/Sales
CHARLES MEYER, Vice President/Operations

Wayne Paper Co., Inc. (I)
1263 Southwest Boulevard
P.O. Box 3540
KANSAS CITY, KS 66103
913-384-1144
HOWARD WAYNE, President
GEORGE FAIR, Vice President Operations
MARTY BASS, Vice President/Sales Mgr.

Weaver Paper Company
(see Mead Merchants)

Weber Paper Company (D)
137 Main Street
P.O. Box 878
DUBUQUE, IA 52001
319-588-4611
RALPH L. ROLLING, President
A.W. GENSZLER, Vice President, C.E.O., Chairman of the Board
ALAN M. HUSEMAN, Treasurer

Wegbreit & Associates, Inc. (D)
3420 E. Shea Boulevard
PHOENIX, AZ 85028
602-996-0953
NORMAN WEGBREIT, President
GLORIA WEGBREIT, Sales Manager

Joseph Weil & Sons, Inc. (I)
1401-1443 S. Clinton Street
CHICAGO, IL 60607
312-738-7800
JULIAN S. WEIL, Chairman Of The Board
RICHARD K. WEIL, President
D. HARDING FRIEDMAN, Vice President
JOSEPH P. WEIL, C.E.O.

Weiss Brothers Of Hagerstown (I)
801 Pope Avenue
HAGERSTOWN, MD 21740
301-739-3069
BERNARD WEISS, President & Treasurer
RICHARD WEISS, Vice President

Weiss Paper Co., Inc. (I)
Third & Greenwich Streets
P.O. Box 845
READING, PA 19603
215-376-7269
JACK HAFETZ, President

The Paper Party (I)
MT. PENN, PA 19606
215-779-9688
2548 Perkiomen Avenue
BETTY HAFETZ, Manager

WEST LAWN, PA 19609 (I)
3026 Penn Avenue
JOANNE HELLER, Manager

Welsh Paper Company (D)
308 South White Street
WAKE FOREST, NC 27587
919-556-6711
K. GORDON WELSH, President
PEGGY B. WELSH, Vice President
JIM FRIESINGER, Sales Manager
HELEN M. WADFORD, Treasurer

West Coast Paper Company (D)
2203 First Ave. South
C-3775
SEATTLE, WA 98124-2275
206-623-1850
RICHARD W. ABRAMS, President
RICHARD L. SMITH, Vice President, Operations
JOHN REID HICKMAN, Exec. VP Finance & Administration
DENNIS L. WHEELER, Vice President, Sales
BRETT M. MITCHELL, Vice President, Distribution
STEVE F. OHRMAN, Exec. VP Mktg. & Distrib.
MICHAEL L. KENNEDY, Manager, Mail Marketing

BELLINGHAM, WA 98226 (D)
206-671-3755
915 Iowa Street
BILL JAEGER, Branch Manager

EVERETT, WA 98204 (D)
206-355-7703
9423 Evergreen Way
DAVID MEUCCI, Branch Manager

PASCO, WA 99301 (D)
509-547-2671
Tri-Cities Airport
Bldg. 89
JAMES MacPHERSON, Branch Manager

REDMOND, WA 98052 (D)
206-883-0273
3838 148th N.E.
DANIEL GIANELLI, Branch Manager

SEATTLE, WA 98134 (D)
206-682-8644
1911 First Ave. South
ROGER MEUCCI, Branch Manager

Alaska Paper Co., Inc. (D)
ANCHORAGE, AK 99510
907-276-6191
P.O. Box 1977
JAMES M. WAGNER, President

Allied Paper Co. (D)
TACOMA, WA 98411
206-383-5005
P. O. Box 11026
ROBERT J. ADLER, General Manager

Olympic Paper Company (D)
PORT ANGELES, WA 98362
206-454-9211
2800 Acorn Lane
P.O. Box 760
GILBERT D. SMITH, President
RICHARD D. SMITH, Vice President
JAMES G. SMITH, Treasurer

Peninsula Paper Co. (D)
KENAI, AK 99611
907-262-9765
P.O. Box 4152
DANA HAHN, Manager

Supplyways, Inc.
PORTLAND, OR 97210
503-228-6561
P.O. Box 10626
STEVE OHRMAN, Vice President
RONALD KIRSCHENMAN, Sales Manager

SALEM, OR 97305
503-390-3332
4927 Indian School Rd.
DOUG BISHOP, Branch Manager

PORTLAND, OR 92220
503-252-4290
Park Rose Business Center
11815 N.E., Sumner
DOUG DOTY, Branch Manager

Western Packaging, Inc.
(see Bunzl Corp.)

Western Paper Company (P)
#20 Executive Hills South
10955 Lowell Suite 610
SHAWNEE MISSION, KS 66201
913-451-1213
W. R. HEARSHMAN, President
J. R. FISCHER, V.P. Info. Syst. & Personnel
GERARD S. BAX, Div. Controller
KIRKE VERNON, Vice President Marketing

MEMPHIS, TN 38118 (P)
901-363-3575
4040 Delp Street
R. G. BERRY, JR., Manager

BILLINGS, MT 59103 (P)
406-656-7325
P.O. Box 2535
LARRY R. YOUNG, Branch Manager

FARGO, ND 58102 (P)
701-293-3444
2402 8th Avenue North
GERALD FAROL, Branch Manager

LINCOLN, NE 68503 (D)
402-474-3000
2005 Y. Street
G. A. BRITAIN, JR., Vice President

OMAHA, NE 68103 (P)
402-331-1161
P.O. Box 3009 Main Station
BILL MORRIS, Branch Manager

WICHITA, KS 67277 (P)
316-945-0560
P.O. Box 9550
L. E. MANN, Branch Manager

LAS VEGAS, NV 89109 (P)
702-731-0002
2760 South Highland Drive
MONTIE STANHOPE, Branch Manager

SALT LAKE CITY, UT 84119 (P)
801-972-1261
850 W. 25th South
LARRY VISE, Manager

LITTLE ROCK, AR 72209 (P)
501-562-2734
6200 Murray Street
GERALD BERRY, Vice President

OKLAHOMA CITY, OK 73105 (P)
405-524-1515
200 N.E. 34th Street
PHIL CLABORN, Branch Manager

SHREVEPORT, LA 71165 (P)
318-221-5294
1060 Hawn Avenue
J. G. DEEN, Branch Manager

TULSA, OK 74147 (P)
918-664-0693
P.O. Box 470360
DON BEIL, Branch Manager

BOISE, ID 83711 (P)
208-377-2023
P.O. Box 4357
JAMES LANSBERRY, Branch Manager

Palmer Paper Company (P)
MEDLEY, FL 33178-3063
305-883-8800
9253 N.W. 100th St.
E. C. SAMUEL, Vice President

JACKSONVILLE, FL 32205 (P)
904-781-6812
5595 Commonwealth Avenue
TERRY BROWN, Branch Manager

ORLANDO, FL 32804-2619 (P)
305-290-6007
4141 John Young Pkwy.
Suite 5
KENNETH E. KEPLEY, Regional Vice President

TAMPA, FL 33681 (P)
813-839-6391
P.O. Box 13567
FRANK WOMACK, Vice President

DALLAS, TX 75247 (P)
214-631-7460
3180 Irving Boulevard
MARK GRIFFIN, Vice President

HOUSTON, TX 77001 (P)
713-683-0200
P.O. Box 81
C. W. LAMB, Vice President

NEW ORLEANS, LA 70150 (P)
504-486-6691
P.O. Box 50680
JOEL BLAZEK, Branch Manager

SAN ANTONIO, TX 78218 (P)
512-661-5327
4623 Macro
EDWARD PALM, Branch Manager

Midwestern Paper Co. (P)
CEDAR RAPIDS, IA 52402
319-363-3567
909 Shavjer Road, N.E.
LEONARD E. FOX, Branch Manager

DES MOINES, IA 50313 (P)
515-265-1631
1801 Hull Avenue
FRANK CAMPBELL, Branch Manager

SIOUX CITY, IA 51102 (D)
712-255-5088
1318 11th Street
ROBERT RUSSELL, Branch Manager

TOPEKA, KS 66607 (P)
913-235-3497
719 Hancock
MYRON L. BRAUM, Branch Manager

NO. KANSAS CITY, MO 64116 (D)
816-474-6160
1225 Bedford Avenue
DROSTE D. MILLEDGE, Vice President

SPRINGFIELD, MO 65802 (P)
417-869-0707
510 South Cavalier
GERALD W. BOWMAN, Branch Manager

Beacon Paper Co. (P)
ST. LOUIS, MO 63114
314-423-4100
8537 Chapin Industrial Court
T. A. FASCETTI, Vice President

Western Paper Distributors Inc (D)
P.O. Box 25743
ALBUQUERQUE, NM 87125
505-842-0575
STEPHEN N. MORRIS, Vice President

Western Paper/Metro Seattle Distribution Center (D)
7011 South 188th Street
KENT, WA 98032
206-251-5300
DICK COX, Vice President & Gen. Manager
KURT OLSON, Corp. Marketing Manager
TERRY KILLINGER, Marketing Manager, Indus Dept.
SHERAN BOSTER, Admin. Manager

West Virginia Paper Company (I)
50 Clay Street
MORGANTOWN, WV 26505
304-292-7324
JOHN R. COBUN, President
GARY L. COBUN, Vice President
DAVID A. COBUN, Treasurer

Whitaker Carpenter Paper Co. (P)
2651 Carl Blvd.
ELK GROVE VILLAGE, IL 60007
312-595-3300
THOMAS J. WASHBURN, Chairman Of The Board, C.E.O.
PETER K. WITTMAN, President, C.O.O.
PRICE LEWIS, Vice President/Web Converting
JEFF KELLERMAN, Vice President Finance

TROY, MI 48084 (P)
313-528-9260
501 Executive Drive
Ste. 312
L. TAKALO, Vice President

APPLETON, WI 54915 (P)
414-731-6339
59 Park Place
W. ZANZIG, Vice President

SMYRNA, TN 37167 (P)
615-459-9576
U.S. 41 So., Bolin Towers
D. DUMM, Vice President

Whitemarsh Paper & Specialties (I)
Cottman St. & Hasbrook Ave.
PHILADELPHIA, PA 19111
215-742-2000
GEORGE C. NESLIE, SR., President
GEORGE C. NESLIE, JR., Treasurer

White River Paper Company (D)
P.O. Box 455
WHITE RIVER JCT., VT 05001
802-295-3188
PETER G. LYFORD, President
MICHAEL R. LYFORD, Vice President
JEFFREY W. LYFORD, Vice President
MARY G. HUNTLEY, Treasurer
JOHN BALLOU, Sales Manager

White-Rose Paper Co., Inc.
(see Frank Parsons Paper Co., Inc.)

Whiting Patterson Co. (P)
5th & Bristol Streets
PHILADELPHIA, PA 19140
215-324-9200
DONALD K. WATSON, JR., President
MICHAEL W. WALSH, Vice President & Sales Manager
JOHN K. HOUSER, Vice President & Treasurer

Whitney Bros., Inc. (D)
352 C Street
BOSTON, MA 02127
617-269-2300
PHILIP R. BYRNE, Chairman & C.E.O.
CHRISTOPHER J. BYRNE, President, C.O.O.
ROBERT M. BYRNE, Treasurer/VP
RAYMOND P. MAGUIRE, Vice President/Sales Mgr.
WILLIAM F. MAILLOUX, Controller
WILLIAM F. POLLOCK, Manager

Wiggins Teape/Spicer Paper, Ltd. (D)
P.O. Box 88 Basingstoke
HAMPSHIRE, RG21 2EE ENGLAND
(0256) 20262
G. C. STANLEY, Chief Executive
N. S. LYDALL, Sales Director

Wilcox Paper Co. (D)
2301 Traffic Street, N.E.
MINNEAPOLIS, MN 55413
612-378-2400
RICHARD MAST, President & Treasurer
DONALD ANDERBERG, Vice President
ROY BROEREN, Sales Manager

Wilcox Paper Company (I)
5916 Court St. Rd.
SYRACUSE, NY 13206
315-437-1496
KENNETH C. SPARKS, President
DAVID P. SPARKS, Vice President
BARBARA M. SPARKS, Treasurer

Wilcox Walters Furlong Paper
(see WWF Paper Corp.)

Wilder Industries Inc. (D)
225 W. Erie Avenue
PHILADELPHIA, PA 19140
215-634-6500
JOSEPH H. MERBACK, C.E.O. & Chairman
AARON J. GREEN, Executive Vice President
JEROME B. MUCHNICK, President & C.O.O.
KENNETH J. GETTLIN, Vice President of Finance
THOMAS BOWMAN, Vice President Marketing
FRANK SPUNGEN, Vice President

ATLANTA, GA 30339 (D)
404-951-1855
6201 Power Ferry Road
Ste. 310
HERBERT NEUWIRTH, Vice President

Sidco Paper (D)
PHILADELPHIA, PA 19134
215-426-9500
449 E. Tioga St.
JOSEPH H. MERBACK, C.E.O. & Chairman
HERBERT BARNETT, Vice Chairman
KENNETH J. GETTLIN, President & C.O.O.
CLIFFORD BARNETT, Vice President
CRAIG STEERMAN, Vice President

Williamsport Paper Co. (I)
460 Market Street
WILLIAMSPORT, PA 17701
717-322-4791
ROBERT J. McKERNAN, President
JOHN MOSHER, Sales Manager

Willmann Paper Company, Inc. (P)
315 Hudson Street
NEW YORK, NY 10013
212-989-2700
IRVING KAPNER, Chairman Of The Board
ROBERT CALIGUIRE, President
ALFRED KRUGER, Treasurer & Vice President
MARTIN FRANKEL, Vice President
BERNARD ROSS, Senior Vice President
SIDNEY TRENCHER, Vice President
CHARLES P. O'HARA, Vice President
RHODA DUBOFSKY, Exec. Vice President
JOSEPH SCARPELLI, Vice President
JACK SULLIVAN, Vice President
ROBERT MUSON, Vice President
SAM WASSERMAN, Vice President
LEONARD LEVINE, Vice President
STEWART BALL, Vice President
JEFFREY FRIEDBERG, Vice President
MICHAEL BERMAN, Vice President
NORMAN WEINSTEIN, Vice President
LEN MIGDAL, Vice President

Crestwood Paper Company (P)
NEW YORK, NY 10013
212-989-2700
315 Hudson Street
IRVING KAPNER, Chairman Of The Board
JEROME I. SHANE, President

Duplicating Papers, Inc. (P)
NEW YORK, NY 10013
212-989-2700
315 Hudson Street
IRVING KAPNER, President

B. W. Wilson Paper Co. (P)
P.O. Box 11248

W

RICHMOND, VA 23230
804-358-6715
LAWRENCE H. RAUPPIUS, President
ERNEST G. DAVIS, JR., Vice President
CHRISTOPHER H. HUNT, Sales Manager
RICHARD BRENNAN, Sales Manager

B. W. Wilson Paper Co., Inc. (D)
CHESAPEAKE, VA 23323
804-487-7700
1015 Cavalier Blvd.
JAMES EVANS, Branch Manager

R. D. Wilson & Sons Co. (D)
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DONALD WYMAN, JR., Secretary &

Zellerbach Paper Co.
(See Mead Distribution)

The National Paper Trade Association

The Voice of the Paper, Plastics & Allied Products Industry

Mission Statement of NPTA:

The National Paper Trade Association will continue to be viewed as a leading industry trade association by paper, plastics and allied products distributors and suppliers, and as the organization assisting the member companies toward more productive and profitable operations.

Future NPTA Convention and Paper, Plastics and Allied Products Exposition Dates

1987—September 19-22, Westin Peachtree Plaza, Atlanta

1988—September 17-20, Hyatt Regency Hotel, Chicago

1989—October 28-31, Anaheim Marriott, Anaheim Hilton, Anaheim

ALABAMA

Anniston	Anniston Paper & Supply Co.
Birmingham	Central Paper Co., Inc. City Paper Co. Dillard Paper Co. Mac Papers, Inc. Mead Merchants
Dothan	Unijax, Inc.
Gadsden	Gadsden Paper & Supply Co.
Huntsville	Athens Paper Co. Huntsville Paper Co. Redstone Paper Co.
Mobile	Dees Paper Co., Inc. MacKinnon Paper Co., Inc. Paper Products Co., Inc. Unijax, Inc.
Montgomery	Mac Papers, Inc. Weaver Paper Co.
Mountain View	Camp Paper & Envelope Co.
Sheffield	Paper & Chemical Supply Co.
Tuscaloosa	Affiliated Paper Companies, Inc.

ALASKA

Anchorage	Alaska Paper Co., Inc. Frontier Paper, Inc. Unisource Corp. Zellerbach Paper Co.
Fairbanks	Unisource Corp.
Kenai	Peninsula Paper Co.

ARIZONA

Fort Smith	Bancroft Paper Co. Butler Paper Co. Fort Smith Paper Co. Prescotech Co.
Glendale	Zellerbach Paper Co.
Phoenix	Butler Paper Co. Century Papers, Inc. Dixon Paper Co. Reuben Schneider Co. Unisource Corp. WWF Paper Corp. Wegbreit & Associates, Inc.
Pine Bluff	Smith Paper Co.
Rogers	Fine Papers of Rogers
Tucson	Butler Paper Co. Century Papers, Inc. Unisource Corp.

ARKANSAS

Little Rock	Arkansas Bag & Equipment Co. Butler Paper Co. Crown Zellerbach - Fine Papers Division Fine Papers of Little Rock Little Rock Paper Co. Packaging Associates Co. Printing Papers, Inc. Roach Paper Co. Western Paper Co.

CALIFORNIA

Agoura Hills	Conejo Container & Shipping Room Supplies
Bakersfield	Unisource Corp. Zellerbach Paper Co.
Brisbane	Butler Paper Co.
Buena Park	Marfred Industries
Chatsworth	George B. Woodcock & Co.
City of Commerce	Unisource Corp.
City of Industry	WWF Paper Corp. Butler Paper Co.
Commerce	Ingram Paper
Dublin	Unisource Corp.
El Centro	Carr Paper Co.
Eureka	Zellerbach Paper Co.
Fresno	Conifer Paper Products, Inc. Unisource Corp. Zellerbach Paper Co.
Gardena	George B. Woodcock & Co.
Hayward	Landsberg, Kent H., Co. Ponderosa Paper Co.
Indo	Carr Paper Co.
Lafayette	Affiliated Paper Companies
Lakeview Terrace	Marfred Industries
Long Beach	Unisource Corp.
Los Angeles	Donill Die Cutting Keldon Paper Co. Kelly Paper Co. Kirk Paper Co., Inc. LaSalle Paper Co. Nationwide Papers Paper Mart Stanley Paper Co., Inc. Taverner & Fricke Trade Paper Co. Unisource Corp. Wright Container Zellerbach Paper Co.
Milpitas	Paper Materials Co.
Montebello	Landsberg, Kent H., Co. Sunclipse, Inc.
National City	Paper City Zellerbach Paper Co.
North Hollywood	Marfred Industries
Oakland	Norco Paper Co.
Orange	Spartan Paper Products The Package Factory
Oxnard	Paper & Plastics, Inc.
Petaluma	Fishman Supply Co.
Pomona	Carr Paper Co.
Richmond	Conifer Paper Products, Inc.
Sacramento	Butler Paper Co. Zellerbach Paper Co.
Salinas	Crent Co. Peninsula Paper Co.
San Bernadino	Unisource Corp.
San Diego	Kirk Paper Co. Nationwide Papers Unisource Corp.
San Francisco	Kirk Paper Co. Nationwide Papers Unisource Corp.
San Jose	Northern Paper Distributing Unisource Corp.
San Luis Obispo	San Luis Paper Co.
San Marcos	Landsberg, Kent H., Co. Pak West Paper & Chemical
San Ramon	Zellerbach Paper Co.
Santa Ana	Pacific Wester Container Pak West Paper & Chemical
Santa Maria	Zellerbach Paper Co.
Santa Rosa	Butler Paper Co.
South San Francisco	Viking Paper Converters Zellerbach Paper Co.
Stockton	Zellerbach Paper Co.
Sun Valley	Marfred Industries
Visalia	Caskey Paper Co.

COLORADO

Aurora	Century Papers, Inc. Consolidated Packaging, Inc.
Colorado Springs	Butler Paper Co. Dixon Paper Co.
Denver	Butler Paper Co. Carpenter Paper of Nebraska Dixon Paper Gleason Paper Co. Katzke Paper Co. Nationwide Papers Unisource Corp. Zellerbach Paper Co.
Englewood	Butler Paper Co.
Grand Junction	Dixon Paper Co.
Pueblo	Dixon Paper Co.

CONNECTICUT

Bridgeport	Eastern Bag & Paper Co., Inc. Munroe, D. F., Co.
East Hartford	Lindenmeyr Paper Corp. WWF Paper Corp.

Guilford	Affiliated Paper Companies
Hamden	St. Jon Packaging Co., Inc.
Hartford	City Supply & Paper Co. Eastern Paper Co. Rourke-Eno Paper Co.
New Haven	Rourke-Eno Paper Co.
North Haven	Butler Paper Co.
Norwich	Consumers Paper & Supply Corp.
Rocky Hill	Ris Paper Co., Inc.
South Windsor	Carter Rice
Stamford	Eastern Paper of New England Impressions Paper & Supply Corp. Nationwide Papers
Stony Creek	Lindenmeyr Paper Corp.
Stratford	The Hudson Paper Co., Inc.
West Haven	Carter Rice Ris Paper Co., Inc.
Yantic	Arrow Paper & Supply Co.

DELAWARE

Newark	Fulton Paper Co. Galer & Hults, Inc.
Wilmington	Advance Paper & Chemical Co. First State Paper, Inc. Fulton Paper Co.

DISTRICT OF COLUMBIA

Washington	Stott, Chas. G., & Co., Inc.

FLORIDA

Bradenton	Manatee Paper Co.
Delray Beach	The Paper Outlet
Fort Lauderdale	Broward Paper & Packaging, Inc.
Fort Pierce	St. Lucie Paper & Packaging
Jacksonville	Affiliated Paper Companies Florida Paper Co. Heritage Paper Co., Inc. Mac Papers, Inc. Mead Merchants Palmer Paper Co. Pioneer Paper & Plastics Unijax, Inc. Virginia Paper Co.
Kissimmee	Central Florida Envelope
Medley	Palmer Paper Co. WWF Paper Co.
Miami	Case Paper Co. Coral Paper Corp. Graco Paper Co., Inc. Mac Papers, Inc. Major Paper Converters, Inc. Pan American Papers, Inc. Polyplast Group, Inc. Saxon Paper Southern Paper Co. Unijax, Inc. Virginia Paper Co.
North Fort Myers	Unijax, Inc.
North Miami Beach	Bunzl U.S.A. Florida
Ocala	Colonial Paper Co.
Orlando	Atkins Paper, Inc. Delta Paper Corp. Heritage Paper Co., Inc. Mac Papers, Inc. Mead Merchants Palmer Paper Co. Peninsular Paper Co. Unijax Inc. Virginia Paper Co.
Ormond Beach	Central Atlantic Corp. Virginia Packaging & Supply
Palatka	Hudson Distributing
Panama City	Panama City Paper Co.
Pensacola	Unijax, Inc.
Plantation	A & M Tape & Packaging
Punta Gorda	Johnson Wholesale
Riviera Beach	Palm Beach Paper Co., Inc.
Stuart	St. Lucie Chemical & Supply
Tallahassee	Mac Papers, Inc. Unijax, Inc.
Tampa	Associated Paper & Supply Co. Heritage Paper Co., Inc. Mac Papers, Inc. Mead Merchants Palmer Paper Co. Peninsular Paper Co. Pyramid Paper Co. Saxon Paper Unijax, Inc. Virginia Paper Co.
West Palm Beach	The Stevens Co. Unijax, Inc.

GEORGIA

Albany	Paper Supply Co.
Atlanta	Affiliated Paper Companies Camelot Distributing Co. Fulton Paper Co., Inc. General Paper Goods Co. Industrial Paper Corp. Landsberg, Kent H., Co. Mac Papers, Inc. Mead Merchants Nationwide Papers Norel Plastics of Georgia Packaging Supply Co., Inc. Piedmont National Corp. Sloan Paper Co. Unijax, Inc. Virginia Paper Co. Wilcox Walter Furlong Paper Wilder Industries, Inc.
Augusta	Augusta Paper Co. Dillard Paper Co. Unijax, Inc.
Blue Ridge	North Georgia Paper & Specialty Co.
Brunswick	Morris-Bancroft Paper Co.
Columbus	Mac Papers, Inc. Unijax, Inc.
Dalton	Chattanooga Paper & Woodenware
Lithonia	Associated Paper & Supply Co.
Macon	Dillard Paper Co. Unijax, Inc.
Rome	Chattanooga Paper & Woodenware Dillard Paper Co.
Savannah	Unijax, Inc.
Valdosta	Unijax, Inc.
Vidalia	Coleman Paper Co., Inc.

HAWAII

Honolulu	Unisource Corp. Zellerbach Paper Co.

IDAHO

Boise	Dixon Paper Co. Unisource Corp. Western Paper Co. Zellerbach Paper Co.
Idaho Falls	Unisource Corp.

ILLINOIS

Alsip	Packaging Consultants, Inc.
Aurora	Shorr Paper Products, Inc.
Bannockburn	Clifford-Gould & Wade Paper Corp.
Bellwood	Russell-Field Paper Co., Inc.
Broadview	LaSalle Messinger Paper Co.
Champaign	Bush Brothers, Inc. Crescent Paper Co.
Chicago	AAA Papers Arvey Paper & Supplies Butler Paper Co. Case Paper Co. Gummed Papers of America, Inc. Iroquois Paper Co. Knox & Schneider, Inc. Krasny Supply Co., Inc. Lindenmeyr Paper Corp. Monarch Box & Paper Co. Montrose Paper, Inc. Patco, Inc. Shorr Paper Products, Inc. Weil, Joseph & Sons, Inc.
Cicero	ABC Shipping Supply Co.
Decatur	Decatur Paper Co.
Deerfield	Inter City Papers, Ltd.
Des Plaines	Bulter Paper Co. Leslie Paper

Elgin	Elgin Paper Co.
Elk Grove Village	Forest Atwood Paper Greenberg Corp., Inc. Inlander-Steindler Paper Co. Nationwide Papers Runge Paper Co. Whitaker Carpenter Paper Co.
Elmhurst	Kranz, Inc.
Franklin Park	OK Papers, Inc. Fleetwood Paper Co.
Hillside	Mead Merchants
Joliet	Robert Pilcher Paper Co.
Kankakee	Kranz, Inc.
Melrose	Kenny Paper Co.
Melrose Park	Interstate Wrapping Products
Milan	Inlander-Steindler Paper Co.
Northfield	Perkins-Goodwin Co., Inc.
Northlake	Murnane Paper Co.
Oak Lawn	Rite-Away Paper Points, Inc.
Park Ridge	Access Paper & Converting
Peoria	Butler Paper Co. Tobey Peoria Paper
Quincy	Irwin Paper Co.
Rockford	Alpine Paper Co. Leslie Paper Rockford Paper & Plastics Co.
Rock Island	Carpenter Paper of Iowa Leslie Paper
Rosemont	Pritty Pak
Schaumberg	Affiliated Paper Companies
Schiller Park	Rotary Paper Manifold Co.
South Beloit	Inlander-Steindler Paper Co.
Springfield	Capital City Paper Co.

INDIANA

Bloomington	Schnaible Service & Supply Co.
Evansville	Butler Paper Co. Capital Consolidated, Inc. McMurty-Martin Papers, Inc. Prescotech Co.
Fort Wayne	Butler Paper Co. Carpenter Paper Company of Indiana Fisher Brothers Paper Co. Korte Paper Co., Inc. McMahon Paper Co. Schnaible Service & Supply Co. Taylor Martin Papers, Inc.
Griffith	Inlander-Steindler Paper Co.
Hartford City	Mead Merchants
Indianapolis	Acorn Paper & Restaurant Supply Co. Butler Paper Co. Capital Consolidated, Inc. Copco Papers Inc. Cordage Papers Crescent Paper Co. MacCollum Paper Co. Mead Merchants Ochs Paper Co. Pritty Pak Ris Paper Co., Inc. Schnaible Service & Supply Co. Taylor Martin Papers, Inc.
Kokomo	Schnaible Service & Supply Co.
Lafayette	Schnaible Service & Supply Co.
La Porte	Schnaible Service & Supply Co.
Muncie	Jordan Paper Products, Inc. Schwartz Paper Co.
South Bend	Inlander-Steindler Paper Co. Paperpoint of South Bend Ris Paper Co., Inc.
Terre Haute	Butler Paper Co.

IOWA

Burlington	Burlington Paper Co.
Cedar Rapids	Baker Paper Co. Butler Paper Co. Gasway, J.P., Co., Inc. Midwestern Paper Co.
Davenport	Peterson Paper Co.
Des Moines	Butler Paper Co. Carpenter Paper of Iowa Leslie Paper Midwestern Paper Co. National Paper Co.
Dubuque	Weber Paper Co.
Marshalltown	Shorr Paper Products, Inc.
Sioux City	Carpenter Paper of Nebraska Midwestern Paper Co. The Paper Co.
Waterloo	Iowa Paper Co. Waterloo Paper Co.
West Des Moines	Iowa Retail Packaging Corp. Valley Papers, Inc.

KANSAS

Kansas City	Nationwide Papers Wayne Paper Co., Inc.
Lenexa	Butler Paper Co. Leslie Paper
North Kansas City	Midwestern Paper Co.
Overland Park	LaSalle Messinger Paper Co.
Shawnee Mission	Western Paper Co.
Topeka	Nationwide Papers Midwestern Paper Co.
Wichita	Butler Paper Co. Mid Continent Paper Co. Paper Sales, Inc. Western Paper Co.

KENTUCKY

Bowling Green	Bowling Green Paper Co.
Covington	Guardian Paper Corp.
Lexington	Athens Paper Co. Baumann Paper Co. Southern Paper Co.
Louisville	Athens Paper Co. Capital Consolidated, Inc. Louisville/Southeastern Paper Mead Merchants Nationwide Papers Prescotech Co. Southern Paper Co. Superior Paper, Inc.
Paducah	Mac-Pak

LOUISIANA

Alexandria	Bancroft Paper Co. Butler Paper Co.
Bastrop	Parker Wholesale Paper, Inc.
Baton Rouge	Bancroft Paper Co. Butler Paper Co. General Paper Co., Inc.
Bossier City	The Paper Shack & Container
Lafayette	Bancroft Paper Co. Butler Paper Co.
Metairie	Marks Paper Co.
Monroe	Bancroft Paper Co. Southland Wholesale Distributors
New Orleans	Advance Paper Co. D & W Paper Co., Inc. Diamond Paper Co., Ltd. Fine Papers, Inc. Graphic Papers, Inc. Mac-Pak Palmer Paper Co. Pelican Paper Co., Inc. Southern Paper Co., Ltd. Unijax, Inc.
Shreveport	Bancroft Paper Co. Butler Paper Co. Western Paper Co.
West Monroe	Butler Paper Co.

MAINE

Auburn	Reed Paper & Party Outlet
Bangor	Reed Paper Co. Superior Paper Products, Inc.
Lewiston	Reed Paper Co., Inc.
Portland	Carter Rice Robinson, C.H., Paper Co. Superior Paper Products, Inc.
Westbrook	Munroe, D.F., Co.
Woburn	Robinson, C.H., Paper Co.

MARYLAND

Baltimore	Baltimore Warner Paper Co. Butler Paper Co. Leonard Paper Co. Monumental Paper Co. Mudge Paper Co. Nationwide Papers Porters Supply Co., Inc. Ris Paper Co., Inc. White Rose Paper Co., Inc.
Capitol Heights	Ris Paper Co., Inc.
Cheverly	Butler Paper Co.
Columbia	Garrett-Buchanan Co.
Hagerstown	Antietam Paper Co., Inc. Weiss Brothers of Hagerstown
Hanover	Norel Plastics, Ltd.
Landover	Cantwell-Cleary Co., Inc. Frank Parsons Paper Co., Inc. Freedman, S., & Sons, Inc. Mudge Paper Co. Stanford Paper Co. Virginia Paper Co.
Salisbury	Dillard Paper Co.
Savage	Acme Paper & Supply Co., Inc. Wilcox Walter Furlong Paper

MASSACHUSETTS

Ayer	Horn Corp.
Bedford	St. Jon Packaging Co.
Beverly	Atlantic Papers
Boston	Carter Rice Empire Paper Corp. Whitney Bros., Inc. Wyman, Donald, Inc.
Canton	Berry, H.T., Co., Inc. Lindenmeyr Paper Corp.
Charlestown	WWF National WWF Paper Corp.
Chelsea	Industrial Wiper Supply
Danvers	Danvers Paper Co., Inc.
Fitchburg	Tonkin Papers, Inc.
Foxboro	Set Point Paper Co., Inc.
Framingham	Butler Paper Co.
Gardner	Symons Paper Co. U.S. Packaging, Inc.
Haverhill	Koffman Products, Inc. Star Paper Co., Inc.
Holyoke	Judd Paper Co. Plymouth Paper Co., Inc.
Lowell	Proctor Paper Co.
Lynn	Stone, J., & Co., Inc.
Mansfield	Munroe, D.F., Co.
Needham	Bret Packaging Co.
North Adams	Ashkar, A., Sales Co., Inc.
North Billerica	Quality Paper Inc.
Onset	U.S. Packaging, Inc.
Pittsfield	Brigham, C.T., Co.
Randolph	Century Paper Co., Inc.
Salem	Salem Paper Co.
Somerville	Arrow Paper Co.
South Boston	Globe Bag Co., Inc.
Springfield	Carter Rice Rourke-Eno Paper Co. Standard Paper & Merchandise
Westfield	Matthias Paper Corp.
West Springfield	Butler Paper Co.
Wilmington	Munroe, D.F., Co.
Winchester	Ingalls Cronin Co.
Woburn	Atlas Paper Co. Dowd Co. Ris Paper Co., Inc. Rourke-Eno Paper Co.
Worcester	Butler-Dearden Paper Service Carter Rice Rourke-Eno Paper Co.

MICHIGAN

Alpena	Steindler Paper Co.
Ann Arbor	Taylor Martin Papers of Michigan, Inc.
Auburn Heights	Chope-Stevens Paper Co. Liberty Paper & Bag Co.
Benton Harbor	Thayer, Inc.
Birmingham	Ambrose, Inc.
Detroit	Mead Merchants Seaman-Patrick Paper Co. Standard Paper Steindler Paper Co. Union Paper Co.
Flint	Mead Merchants
Grand Rapids	Carpenter Paper Co. Lowe Packaging Services, Inc. Mead Merchants Paperpoint of Grand Rapids Quimby-Walstrum Paper Co. Steindler Paper Co.
Kalamazoo	Mead Merchants Paperpoint of Kalamazoo Southon Paperpoint, Inc. Steindler Paper Co. Taylor Martin Papers, Inc.
Lansing	Butler Paper Co. Dudley Paper Co.
Livonia	Bulter Paper Co.
Madison Heights	American Paper Co. Nationwide Papers
Muskegon	Nichols Paper & Supply Co. Steindler Paper Co.
Petoskey	Steindler Paper Co.
Saginaw	Dudley Paper Co. Nagel Paper & Box Co. Reid Paper Co.
Traverse City	Steindler Paper Co.
Troy	Michigan Paper Co. Whitaker Carpenter Paper Co.

MINNESOTA

Austin	Schilling Paper Co., Inc.
Duluth	Duluth Paper & Specialties Co.
Mankato	Paper Service Co., Inc.
Minneapolis	Johnson Paper & Supply Co. Leslie Paper Mead Merchants Nationwide Papers Packaging Materials Turnquist Paper Co. Wilcox Paper Co.
Minnetonka	Holmberg Co., Inc.
Rochester	Butler Paper Co. Schilling Paper Co., Inc.
St. Paul	Anchor Paper Co. Apache Paper Co. Butler Paper Co. Inter-City Paper Co. Leslie Packaging

MISSISSIPPI

Columbus	Newell Paper Co.
Greenwood	Bancroft Paper Co.
Gulfport	Gulfport Paper Co., Inc.
Jackson	Arrow Paper Co. Bancroft Paper Co. Cardinal Paper Co. Central Paper Co. Fisher Brothers Paper Co. Jackson Paper Co. Packaging Associates Co. Steindler Paper Co.
Laurel	Bancroft Paper Co.
Meridian	Newell Paper Co.
Natchez	Bancroft Paper Co.
Tupelo	Mississippi Paper Co.

MISSOURI

Florissant	Distribix, Inc.
Hazelwood	Packaging Consultants, Inc.
Joplin	Butler Paper Co. Tayloe Paper Co.
Kansas City	Mead Merchants Paper Supply Co. Ropak

North Kansas City	Tobey Fine Papers
St. Joseph	Sheridan-Clayton Paper Co.
St. Louis	Beacon Paper Co. Bellerive Paper Co. Bunzl Distribution Center Butler Paper Co. Central States Diversified The Label Co., Inc. Lee Paper Co., Inc. Mead Merchants Nationwide Papers Renard Paper Co., Inc. Royal Papers, Inc. St. Louis Paper & Box Co. Shaughnessy-Kniep-Hawe Paper Smith-Scharff Supply Service, Inc. Tobey Fine Papers
Springfield	Midwestern Paper Co. Nationwide Papers

MONTANA

Billings	Carpenter Paper of Nebraska Dixon Paper Co. Western Paper Co.
Great Falls	Carpenter Paper of Nebraska Zellerbach Paper Co.
Missoula	Carpenter Paper of Nebraska

NEBRASKA

Grand Island	Carpenter Paper of Nebraska Nogg Brothers Paper Co.
Lincoln	Carpenter Paper of Nebraska Western Paper Co.
Omaha	Butler Paper Co. Carpenter Paper of Nebraska Leslie Paper National Paper Co. Nogg Brothers Paper Co. Omaha Paper Co. Western Paper Co.

NEVADA

Las Vegas	Unisource Corp. Western Paper Co. Zellerbach Paper Co.
Reno	Dixon Paper Co. Unisource Corp.
Sparks	Butler Paper Co. Zellerbach Paper Co.

NEW HAMPSHIRE

Concord	Carter Rice Ris Paper Co., Inc. Rourke-Eno Paper Co.
Keene	Keene Industrial Paper Co.
Laconia	Goodwin-Robbins Paper Co., Inc.
Manchester	Central Paper Products Co. Manchester Paper Supply Co. Munroe, D.F., Co.
Portsmouth	Portsmouth Paper Co.

NEW JERSEY

Bayonne	Liberty Paper Co.
Bernardsville	McShane Packing Winans, C.G., Co. Winans-McShane
Bloomfield	Fidelity Paper & Supply Corp.
Bogota	Norel Plastic Co.
Brentwood	Alliance Paper & Packaging Co.
Cherry Hill	Packer Paper Products, Inc.
Clifton	Major Paper Converters, Inc. Regal Envelope Co., Inc. Royal Paper of New York, Inc.
East Orange	National Paper Company of New Jersey
East Rutherford	Bulkley Dunton
Edison	Allied Paper Products Co.
Florham Park	Bunzl Corp.
Hillside	Marking Development Corp. Mooney-General Paper Co., Inc.
Kenilworth City	Lewmar Paper Co.
Monmouth Beach	Strype, Fred C., Inc.
Moonachie	Heller & Usdan, Inc. Valiant Paper & Packaging Co.
Morristown	Greenson Paper Co., Inc.
Neptune City	South Shore/Schuster Paper Co.
Newark	Central Paper Co.
New Brunswick	Jersey Paper Co.
Paterson	Passaic-Bergen Paper Co. Paterson Card & Paper Co.
Pennsauken	Garden City Paper International Paper Quick Ris Paper Co., Inc.
Pleasantville	City Supply Co., Inc.
Port Reading	Tec Products Co., Inc.
Rutherford	Lindenmeyr Paper Corp.
South Hackensack	Global Paper Co.
Thorofare	Norel Plastic Co.
Trenton	Central Paper Co. Crest Paper Products Papers, J.B., Inc.
Union	Papers, J.B., Inc.
Vineland	South Jersey Paper Products
West Caldwell	Hudson City Paper Co., Inc.
Williamstown	Winans-Carter Corp.

NEW MEXICO

Albuquerque	Cardinal Paper Co. Dixon Paper Co. Nationwide Papers

NEW YORK

Albany	Alling and Cory Empire Paper Corp. Hudson Valley Paper Co. Ris Paper Co., Inc. Seneca Paper Co. Smith, W.H., Paper Corp.
Amsterdam	Hill & Markes, Inc.
Astoria	Gould Paper Corp.
Auburn	Johnston Paper & Packaging Co., Inc.
Binghamton	Seneca Paper Co.
Bronx	Borax Paper Products, Inc. Congress Paper Corp. Harlem Paper Products Corp. Hunter Paper Co. Imperial Bag & Paper Co., Inc. Paper Enterprises, Inc.
Brooklyn	Burke Supply Co., Inc. Great Atlantic Paper Packaging Corp. Mandler Paper Co. Mutual Paper Co. National Paper & Packaging R. & D. Paper Co.
Buffalo	Alling and Cory Buffalo Paper & Twine Co. Calabrese Brothers, Inc. Chudy Paper Co. Hubbs & Howe Co., Inc. Mead, D.J., Inc. Murphy Paper Co., Inc. Prescotech Co. Seneca Paper Co. Unicorn Paper Co.
Elmira	Horowitz Paper & Packaging Co.
Endwell	Hudson Valley Paper Co.
Farmingdale	Communication Paper Corp. Silfen-Berman Paper Co., Inc.
Fulton	River House Distributors
Garden City	Ris Paper Co., Inc. Walker Goulard Plehn Co.
Glens Falls	Leland Paper Co., Inc. Sofco, Inc.
Hamburg	Alcor Envelope Co.
Hewlett	Direct Packaging Inc.
Hicksville	Silfen-Berman Paper Co., Inc.
Horsehead	Mead, D.J., Inc.
Jamaica	Queensboro Paper Corp.
Kingston	Spiegel Brothers Paper Co.
Liverpool	Seneca Paper Co.
Long Island City	Alling and Cory Andrews/Nelson/Whitehead

	Case Paper Co., Inc. Hobson Miller Paper Co. Lindenmeyr Paper Co. Ris Paper Co., Inc. Saxon Paper
Maspeth	Canover Industries, Inc. Greene, E., & Co. Viking-Criterion Paper Corp.
Newburgh	Mt. Ellis Paper Co., Inc.
New Rochelle	Manslo Supply Corp.
New York	Aldine Technologies, Inc. Allan & Gray Corp. Aquatex Paper Corp. Baldwin Paper Co. Bloch Brothers Paper Co. Bulkley Dunton Capital Paper Co., Inc. Carlyle Paper Co. Clifford-Gould Paper Corp. Crestwood Paper Co. Duplicating Papers, Inc. GWM Industries, Inc. Gould Paper Corp. Harry Elish Paper Co., Inc. Lindenmeyr Central Majestic Paper Corp. Marquardt & Co., Inc. Millar, George W., & Co. Olympic Paper Co., Inc. Paper Corp. of the U.S. Papers, J. B., Inc. Perkins-Goodwin Co., Inc. Presto Paper Co., Inc. Richard Bauer & Co., Inc. Robert Paper Co., Inc. Royal Paper Corp. Selig Paper Co. Saxon Paper Triangle Marketing Corp. Triangle Trading Co. WWF International, Ltd. WWF Paper Corp. Willmann Paper Co., Inc.
Port Chester	Strauss Paper Co., Inc.
Poughkeepsie	Sofco, Inc.
Queens Village	EPC Distributors, Inc.
Rochester	Alling and Cory Calabrese Brothers, Inc. Hubbs & Howe Co., Inc. Oken Distributing Orcon-Prescotech Group RMA/Kolko Corp. Seneca Paper Co.
Scotia	Sofco, Inc.
Staten Island	Baron-Batz Paper Co. Cross Siclare New York, Inc.
Syracuse	Alling and Cory Miller Paper Co. Division Wilcox Paper Co.
Tonawanda	Hy-Grade Distributors, Inc.
Utica	Alling and Cory Sofco, Inc.
Victor	Allchin Paper Co.
Westbury	Grayco Products Corp.
Yonkers	Crown Products Co.

NORTH CAROLINA

Asheville	Standard Paper Sales Co.
Charlotte	Carolina Paper & Builders Materials, Inc. Case Paper Co. Caskie Paper Co. Charlotte Paper Co. Dillard Paper Co. Henley Paper Co. Nationwide Papers Snyder Paper Corp. Unijax, Inc. Virginia Paper Co. Wilcox Walter Furlong Paper
Durham	Brame Specialty Co.
Fayetteville	Caskie Paper Co.
Greensboro	Dillard Paper Co. Henley Paper Co. Morrisette Paper Co. Tarheel Paper & Supply Co. Unijax, Inc. Virginia Paper Co.
Hickory	Henley Paper Co. Morrisette Paper Co. Snyder Paper Corp.
High Point	Henley Paper Co. Matthias Paper Corp. Snyder Point Corp. U.S. Packaging, Inc.
Kernersville	Wilcox Walter Furlong Paper
Lumberton	Image Supply, Inc.
Maxton	U.S. Packaging, Inc.
Raleigh	Dillard Paper Co. Henley Paper Co. Morrisette Paper Co. Norris, Garland C., Co. Snyder Paper Corp. Unijax, Inc. Virginia Paper Co.
Reidsville	Paper Development Corp.
Rocky Mount	Brame Specialty Co.
Skyland	Henley Paper Co.
Wake Forest	Welsh Paper Co.
Wilmington	Brame Specialty Co. Dillard Paper Co.
Winston-Salem	Dillard Paper Co. Norel Plastic of North Carolina

NORTH DAKOTA

Bismark	Cole Papers, Inc.
Fargo	Butler Paper Co. Cole Papers, Inc. Dacotah Paper Co. Leslie Paper Western Paper Co.
Grand Forks	Cole Papers, Inc.
Minot	Cole Papers, Inc.

OHIO

Akron	Mead Merchants Prescotech Co. Rohner Distributors, Inc.
Bellaire	Alling and Cory
Bowling Green	Fisher Brothers Paper Co.
Canton	Conley, M., Co. Herrington Paper Co.
Cincinnati	American Paper & Plastic Co. Buehler, W.E., Paper Co. Camelot Distributing Co. Cordage Papers Mead Merchants National Independent Sanitary Supply Co., Inc. Nationwide Papers Nissco Group Paper Corp of U.S. Paragon Paper Corp. Ris Paper Co., Inc. Saalfeld Paper Co.
Cleveland	Alling and Cory Brewer-Chilcote Paper Co. Cleveland Paper Co. Copco Papers, Inc. Mead Merchants The Millcraft Paper Co. National Paper & Packaging Co.
Columbus	Capital Consolidated, Inc. Copco Papers, Inc. Cordage Papers Cottingham Paper Co. Hull Paper Co. Mead Merchants The Millcraft Paper Co. Package & Handling Supplies Co. Richards & Simmons, Inc. Ris Paper Co., Inc. Sterling Paper Co.
Cuyahoga	Gascon Paper Co. The Millcraft Paper Co.
Dayton	Cincinnati Cordage & Paper Co. Copco Papers, Inc. Cordage Papers Hull Paper Co. Mead Merchants Package & Handling Supplies Co. Ris Paper Co., Inc.
Defiance	Mellocraft Co.
Findlay	Copco Tape & Label Division Mead Merchants
Lima	Greto Corp.
Mansfield	Sterling Paper Co.
Maumee	Alling and Cory
Springfield	I Supply
Toledo	Butler Paper Co. Cannon Paper Co. Commerce Paper Co.

	Copco Papers, Inc.
	Mellocraft Co.
	The Millcraft Paper Co.
	Ohio & Michigan Paper Co.
Warren	Berk Paper & Supply
Youngstown	Hearn Paper Co.

OKLAHOMA

Ada	Ada Paper Co.
Muskogee	Gordon's Wholesale
Oklahoma City	Butler Paper Co.
	Cardinal Paper Co.
	Carpenter Paper of Nebraska
	Consolidated Packaging, Inc.
	Mead Merchants
	Oklahoma Paper Co.
	Western Paper Co.
Tulsa	Butler Paper Co.
	Carpenter Paper of Nebraska
	Mead Merchants
	Southwest Paper Co.
	Tayloe Paper Co.
	Western Paper Co.

OREGON

Beaverton	Kaplan Paper Co.
Eugene	Zellerbach Paper Co.
Medford	Unisource Corp.
Milwaukie	Unisource Corp.
Portland	Supplyways, Inc.
	Unisource Corp.
	Zellerbach Paper Co.
Salem	Supplyways, Inc.

PENNSYLVANIA

Allentown	Alling and Cory
	Beck Packaging Corp.
	Garrett-Buchanan Co.
	Lehigh Valley Paper Co.
	Penn State Paper & Box Co.
	Ris Paper Co., Inc.
Bala Cynwyd	WWF Paper Corp.
Bensalem	Alling and Cory
Erie	Alling and Cory
	CDA Distributors
	Hammermill Distribution Group
	Lemac Packaging, Inc.
	The Millcraft Paper Co.
	Prescotech Co.
Fort Washington	Springfield Paper Specialties
Girard	Paragon Packaging Products
Harrisburg	Alling and Cory
	Harrisburg Paper Co.
	Paper Distributors, Inc.
Homestead	John Groves Co.
Johnstown	Morris Paper Co.
King of Prussia	Atlantic Paper Co.
Lancaster	Garrett-Buchanan Co.
	Hershey Paper Co.
	Lindenmeyr Paper Corp.
	United Twine & Paper Co.
Lansdale	Penn Valley Chemical Co.
Leetsdale	Copco Papers, Inc.
Mechanicsburg	Butler Paper Co.
McKees Rocks	Darragh Paper Co.
McMurray	Affiliated Paper Companies
Palmer	Fuller Paper Co., Inc.
Paoli	Bentley Paper Corp.
Philadelphia	Acorn Paper Co.
	Alling and Cory
	Clinton Envelope and Paper
	Deltapaper Corp.
	Dubin Paper Co.
	Eagle Paper Co.
	Enterprise Paper Co., Inc.
	Garrett-Buchanan Co.
	Grant Paper Co.
	Lapinson Supply Co.
	Lesco Paper & Box Co.
	Lindenmeyr Paper Corp.
	Paper Merchants
	Penn Jersey Paper Co.
	Shore Paper Co.
	Sidco Paper
	Simon Miller Sales Co.
	Walter, S., Packaging Corp.
	Whitemarsh Paper & Specialties
	Whiting Patterson Co.
	Wilcox Walter Furlong Paper
	Wilder Industries, Inc.
Pittsburgh	Alling and Cory
	Bennett Paper Co.
	General Paper
	Mead Merchants
	Morris Paper Co.
	Paper Products Co., Inc.
Reading	Earl, M.J., Inc.
	Garrett-Buchanan Co.
	Weiss Paper Co., Inc.
Red Lion	Jedco Paper Corp.
Scranton	Wilcox Walter Furlong Paper Co.
Southampton	Harco Paper Co.
	The Paper Factory, Inc.
Springfield	Fulton Paper Co.
Valley Forge	Paper Corp. of America
Wilkes-Barre	Union Paper & Supply Co.
Westlawn	The Paper Party
Williamsport	Williamsport Paper Co.
Yeadon	Matthias Paper Corp.
York	Andrews Paper House of York
	Colony Papers, Inc.
	Mudge Paper Co.
	Quaker City Paper & Chemical

RHODE ISLAND

East Providence	Rourke-Eno Paper Co.
Lincoln	Roberts Paper Co.
Pawtucket	Carter Rice
Providence	Butler Paper Co.
	Fox, P.J., Paper Co., Inc.
	Ris Paper Co., Inc.
Warwick	Lyons & Morrison Paper Co.
	Pioneer Stimpson

SOUTH CAROLINA

Charleston	Charleston Paper Co.
	Dillard Paper Co.
	Unijax, Inc.
Columbia	Caskie Paper Co.
	Columbia Paper Co.
	Dillard Paper Co.
	Unijax, Inc.
	Virginia Paper Co.
Fort Mill	Mac Papers, Inc.
Greenville	Caskie Paper Co.
	Dillard Paper Co.
	Mac Papers, Inc.
	Unijax, Inc.
Lexington	Carolina Retail Packaging, Inc.
Taylors	Henley Paper Co.

SOUTH DAKOTA

Aberdeen	Cole Papers Inc.
Rapid City	Emsco Industries, Inc.
Sioux Falls	Butler Paper Co.
	Cole Papers, Inc.
	Leslie Paper
	The Paper Co.

TENNESSEE

Chattanooga	Advance Paper Co.
	Athens Paper Co.
	Chattanooga Paper & Woodenware
	Mead Merchants
	Southern Paper Co.
Jackson	Unijax, Inc.
Knoxville	Cordage Papers
	Dillard Paper Co.
	Mead Merchants
	Southern Paper Co.
Memphis	Butler Paper Co.
	Magnolia Paper & Janitor Supply
	Mayer Myers Paper Co.
	Mead Merchants
	Nationwide Papers
	Paper Products Co.
	Roach Paper Co.

	Summerfield Paper Co. Unijax, Inc. Western Paper Co.
Nashville	American Paper & Twine Co. Athens Paper Co. Cordage Papers Mead Merchants Unijax, Inc.
Smyrna	Whitaker Carpenter Paper Co.
Winchester	Chattanooga Paper Co.

TEXAS

Abilene	Matera Paper Co.
Amarillo	Carpenter Paper of Nebraska Dixon Paper Co. Roberts Paper Co.
Arlington	Nationwide Papers
Austin	Bancroft Paper Co. Butler Paper Co. Century Papers, Inc. Clampitt Paper Co. Matera Paper Co. Monarch Paper Co. Moore Paper Co. Pollock Paper Distributors Southern States Giftwrap
Beaumont	Century Papers, Inc.
Corpus Christi	Bancroft Paper Co. Butler Paper Co. Century Papers, Inc.
Dallas	"A" Sales, Inc. Affiliated Paper Companies Beavers Paper, Inc. Butler Paper Co. Century Papers, Inc. Clampitt Paper Co. Classen-Papertonics Corp. Gould Paper Corp. Leslie Paper Lind Paper Co. Monarch Paper Co. Moore Paper Co. Nationwide Papers Palmer Paper Co. The Paper Shack Paper Tech, Inc. Pollock Paper Distributors Ris Paper Co., Inc. Ropak Texas Paper Co. U.S. Packaging, Inc.
El Paso	Century Papers, Inc. Dixon Paper Co. Nationwide Papers
Fort Worth	Butler Paper Co. Clampitt Paper Co. Lind Paper Co. Monarch Paper Co. Nationwide Papers
Grand Prairie	Pollock Paper Distributors
Harlingen	Bancroft Paper Co.
Houston	Acorn Paper Service, Inc. Alling and Cory Bosworth Papers, Inc. Butler Paper Co. Century Papers, Inc. Clampitt Paper Co. Monarch Paper Co. Moore Paper Co. Nationwide Papers Olmsted-Kirk Paper Co. Palmer Paper Co. Paper Chase Pollock Paper Distributors Western Packaging, Inc.
Longview	Butler Paper Co.
Lubbock	Bancroft Paper Co. Dixon Paper Co. Mayfield Paper Co.
Lufkin	Butler Paper Co.
McAllen	Century Papers, Inc.
Midland	Bancroft Paper Co.
Nederland	Bancroft Paper Co.
Odessa	Kerr Permian Matera Paper Co. Mayfield Paper Co.
San Angelo	Mayfield Paper Co.
San Antonio	Bancroft Paper Co. Butler Paper Co. Cardinal Paper Co. Century Papers, Inc. Clampitt Paper Co. Matera Paper Co. Monarch Paper Co. Nationwide Papers Palmer Paper Co. Pollock Paper Distributors
Sherman	Butler Paper Co.
Texarkana	Butler Paper Co.
Tyler	Bancroft Paper Co. Butler Paper Co.
Waco	Bancroft Paper Co.
Wichita Falls	Empire Paper Co. Pollock Paper Distributors

UTAH

Salt Lake City	Dixon Paper Co. Unisource Corp. Western Paper Co. Zellerbach Paper Co.

VERMONT

Burlington	McAuliffe Industrial Division
Rutland	The Foley Distributing Corp.
White River Junction	White River Paper Co.
Williston	Hudson Valley Paper Co.

VIRGINIA

Alexandria	Unijax, Inc.
Bristol	Dillard Paper Co.
Chesapeake	Wilson, B. W., Paper Co., Inc.
Lynchburgh	Caskie Paper Co. Dillard Paper Co.
Merrifield	Diamond Paper Corp.
Newport News	Camelot Distributing Co.
Norfolk	Dillard Paper Co. Gordon Paper Co., Inc. Unijax, Inc.
Richmond	Caskie Paper Co. Cauthorn Paper Co., Inc. Dillard Paper Co. Ris Paper Co., Inc. Southern Business Products Unijax, Inc. Virginia Paper Co. Wilcox Walter Furlong Paper Wilson, B.W., Paper Co., Inc.
Roanoke	Dillard Paper Co. Southern Paper Co. Unijax, Inc.
Soringfield	Crown Supply Co.
Virginia Beach	Unijax, Inc. Virginia Paper Co.
Waynesboro	Hathaway Paper Co.
Winchester	Unijax, Inc.

WASHINGTON

Bellevue	Frontier Paper Co.
Bellingham	West Coast Paper Co.
Clarkston	Union Paper Co.
Everett	Everett Wholesale Paper Co. West Coast Paper Co.
Kent	Unisource Corp. Western Paper/Metro Seattle Distribution Center
Pasco	West Coast Paper Co.
Port Angeles	Olympic Paper Co.
Redmond	West Coast Paper Co.
Renton	Service Paper Co.
Seattle	Acme Pacific Paper Co. Kaplan Paper Co. Paper Mills Agency, Inc. Thompson Merchandising & Supply Unisource Corp. West Coast Paper Co. Zellerbach Paper Co.
Spokane	McGinnis Independent Paper Co. Unisource Corp. Zellerbach Paper Co.
Tacoma	Allied Paper Co.
Walla Walla	Zellerbach Paper Co.
Wenatchee	Zellerbach Paper Co.
Yakima	Zellerbach Paper Co.

WEST VIRGINIA

Charleston	Copco Paper, Inc.
Clarksburg	Wilson, R.D., & Sons Co.
Fairmont	Alling and Cory
Huntington	Unijax, Inc.
Morgantown	West Virginia Paper Co.
Ona	Cordage Papers
Parkersburg	Clarke Paper Co. The Paper Shack II
Wheeling	Clarke Paper Co. The Paper Shack I

WISCONSIN

Appleton	American Fine Paper Central Wisconsin Paper Co. Leslie Paper Reliable Paper Co. Universal Paper Corp. Whitaker Carpenter Paper Co. Woelz Paper Division
Brookfield	Kranz, Inc.
Butler	Leslie Paper
DePere	Butler Paper Co.
Eau Claire	Northwest Wholesale Supply Co. Schilling Paper Co., Inc.
Green Bay	Steen-Macek Paper Co.
LaCrosse	Schilling Paper Co., Inc. Universal Paper Corp.
Madison	Butler Paper Co. Inlander-Steindler Paper Co. Leslie Paper Schilling Paper Co., Inc. Universal Paper Corp.
Menasha	United Paper Corp.
Menomonee Falls	Butler Paper Co. Inlander-Steindler Paper Co.
Milwaukee	Hope Dispensing Systems Nationwide Papers Reliable Paper Co. Wisconsin Paper & Products Co.
Neenah	Hess, R.L., Co.
New Berlin	Universal Paper Corp.
Racine	Kranz, Inc.
Waukesh	Dralle Paper Co., Inc.
Wausau	Central Wisconsin Paper Co.
Wisconsin Rapids	Butler Paper Co.

INTERNATIONAL

AUSTRALIA

Lane Cove	National Paper Marketing Council of Australia

AUSTRIA

Wien	Papier-Treuhandgesellschaft M.B.H.

BELGIUM

Kobbegem	Haseldonckx

BRAZIL

Sao Paulo	Comercial Exportadora

CANADA

Alberta

Calgary	Barber-Ellis Coast Paper Crown Paper General Fasteners Ltd. Price Daxion
Edmonton	Barber-Ellis CIP Daxion Inc. Coast Paper Crown Paper General Fasteners Ltd. Price Daxion Rap-id Paper and Restaurant & Supply
Lethbridge	CIP General Fasteners Ltd.
Nethbridge	CIP Daxion Inc.

British Columbia

Burnaby	Smith Paper Limited
Cranbrook	East Kootenay Hotel & Restaurant Supplies Ltd.
Kamloops	Sanitary Supplies of B.C.
Kelowna	General Fasteners Ltd.
New Westminster	Crown Paper
Penticton	Sanitary Supplies of B.C.
Port Coquitlam	Classic Packaging Co.
Prince George	Crown Paper Sanitary Supplies of B.C.
Richmond	Barber-Ellis CIP Daxion Inc. Enterprise Paper Co. Ltd. General Fasteners Ltd. Inter City Papers Ltd.
Saanichton	Crown Paper Price Wilson
Vancouver	Barber-Ellis Coast Paper Crown Paper

Manitoba

Winnipeg	Barber-Ellis Barkwell Paper Company, Ltd. CIP Daxion Inc. Crown Paper General Fasteners Ltd. Inter City Papers Ltd. Merrill Enterprises Ltd. Price Daxion Price Wilson Trimor Products Ltd.

New Brunswick

Dieppe	CIP Daxion Inc.
Fredericton	Cabot Shipping Supplies Ltd.
Moncton	Graphic Papers Price Wilson
Saint John	Eastern Paper Division of EPC

Newfoundland

Corner Brook	Sanitary Products Limited
Grand Falls	Sanitary Products Limited
St. John's	Eastern Paper Inter City Papers Ltd. McFarlaneson & Hodgson Sanitary Products Limited

Nova Scotia

Dartmouth	CIP Daxion Inc. Eastern Paper McFarlaneson & Hodgson
Halifax	Cabot Shipping Supplies Ltd. Inter City Papers Ltd. Price Wilson Provincial Sanitary Products
Sydney	Eastern Paper

Ontario

Barrie	L & E Paper Ltd.
Burlington	General Fasteners Ltd. Kaumeyer Paper Ltd.
Cornwall	Morgan Paper & Sanitation Inc.
Etobicoke	Rolland Inc.
Hamilton	Buntin Gillies Fine Papers London G. T. French Paper Ltd. Lilo Products The Paper Shoppe
Kingston	Morgan Paper & Sanitation Inc.
Kitchener	Bruce Edmeades Sales Ltd.
London	Bruce Edmeades Packaging Inc. Buntin Reid Paper CIP Daxion Inc. Crawford Packaging Materials Fine Papers London Inter City Papers Ltd. Price Wilson The Paper Shoppe
Markham	The Paper Shoppe
Mississauga	Balpex Inc. Buntin Reid Paper Coast Paper Crown Paper Inter City Papers Ltd.

	Lion Shipping Supplies Inc. Plastic Packaging Services Price Daxion Price Wilson Select Papers The Paper Centre The Paper Shoppe
Niagara Falls	Kaumeyer Paper Ltd.
North Bay	Vaughn Paper Products Ltd.
Ottawa	Buntin Reid Paper CIP Daxion Graphic Papers Inter City Papers Ltd. JBR J. B. Rolland Paper Ltd. Price Wilson Snelling Paper Ltd.
Rexdale	Barbecon-National Retail Div.
Scarborough	Adelco Supply Co., Inc. CIP Daxion Inc. Glenford Paper Division Graphic Papers J & C Scott Brothers Ltd. The Paper Shoppe
Sudbury	Graphic Papers L. B. Paper Products Ltd.
Thunder Bay	CIP Daxion Inc. Crown Paper
Toronto	Barbecon, Inc. Barber-Ellis, Div. Fine Papers Cosmos Paper Products Ltd. Halls-Canada Paper Morgan Paper & Sanitation Inc. Regal Paper Products Ltd. The Paper Centre The Paper Shoppe
Weston	Castle/Black Paper Ltd.

Quebec

Alma	Distribution P. E. Inc.
Boucherville	Les Emballages Carrousel Inc. Rene Robitaille Inc.
Charlesbourg	L. Boucher Inc.
Duberger	Emballages Robitaille Inc. Price Wilson
Hull	Boudreault Ltee, Ltd. J. M. Canada Inc.
Jonquiere	Eugene Allard Ltee
La Chute	Price Wilson
LaSalle	Federal Paper Inter City Papers Ltd. Lauzier Little Inc. Price Wilson
LaVal	Les Aliments Hellas Food Inc.
Montreal	Den Packaging Corp. Domtar Fine Paper Merchants Fancy Pak Co. Ltd. Le Marche De L'Imprimeur Les Papiers Graphiques Les Produits Sanitaires M.D. Inc. L. P. Turgeon, Inc.
Montreal North	Havill T., Inc. Le Marche De L'Imprimeur
Quebec City	JBR J. B. Rolland Papers Ltd. Lauzier Little Inc.
Rivieres-Des-Prairies	Groupex Distribution Inc.
Sherbrooke	Emballages Harbour Inc. McFarlaneson & Hodgson
St. Foy	CIP Daxion Inc. Les Papiers Graphiques
St. Laurent	Dorfin Paper Products Ltd. Lion Shipping Supplies Ltd. McFarlaneson & Hodgson Mitchel-Lincoln Packaging Ltd. Netcan Paper Distributing Inc. Papeterie Barber-Ellis Plastic Packaging Services Price Daxion Price Wilson
Town of Mount Royal	JBR J. B. Rolland Papers Ltd. La Compagnie JB Rolland & Fils
Trois Rivieres	Emballages Bettez Inc. Henri Bourgeois Inc.
Vanier	Godin CDR Inc.

Saskatchewan

Regina	Barber-Ellis Crown Paper General Fasteners Ltd. Merrill Enterprises Price Daxion
Saskatoon	Barber-Ellis Coast Paper Crown Paper General Fasteners Ltd. Merrill Enterprises Price Daxion

DENMARK

Broendby	Borch Papir
Soeborg	Borchas

FRANCE

Garges Les Gonesse	Papeteries J. Rezard
Paris	Arjomari Diffusion Papeteries De France Syndicat National Des Emballages Commerciaux
Saint Denis	Copedip Velizy Villacoublay Cedex

GERMANY

Karlsruhe	EPA Papiergrosshandel GmbH

JAPAN

Tokyo	Tokyo Paper Trade Association

LUXEMBOURG, GRAND DUCHY OF

Luxembourg	Muller & Wegener

MEXICO

Chihuahua	Fabricas De Papel Loreto
Guadalajara	Fabricas De Papel Loreto Papeles Selectos, S.A.
Margaritas	Fabricas De Papel Loreto
Merida	Fabricas De Papel Loreto
Puebla	Fabricas De Papel Loreto
San Angel	Fabricas De Papel Loreto
San Luis Pososi	Fabricas De Papel Loreto
Tijuana	Marcelo Arreola Pujol
Torreon	Fabricas De Papel Loreto

NEW ZEALAND

Wellington	New Zealand Paper Merchants Association

NORWAY

Oslo	Papirgrossistenes
Stabekk	Boman Papir A/S

PUERTO RICO

San Juan	American Paper Corp. Garriga Trading Co., Inc.

SOUTH AFRICA

Johannesburg	Peters Papers Ltd.

SWEDEN

Molndal	Pappersgruppen AB Pegenova AB
Stockholm	Svenska Pappersgrossistforbundet

SWITZERLAND

Zurich	Verband Des Schweizerischen Papier-Und Packmaterial-Grosshandels

UNITED KINGDOM

Bedford	Alfred Quaife & Co. Ltd.
Buckinghamshire	Alfred Quaife & Co. Ltd.
Chatham	Alfred Quaife & Co. Ltd.
Hampshire	Wiggins Teape/Spicer Paper Ltd.
Hull	G. F. Smith & Son-London-Ltd.
London	David Mussett Ltd. National Association of Paper Merchants Thom & Cook Ltd. Turner Poyer Ltd.
Luton	Alfred Quaife & Co. Ltd.
Mount Farm	Alfred Quaife & Co. Ltd.
Waltham Abbey	Alfred Quaife & Co. Ltd.
Watford	DRG Paper & Board
Wembley	Alfred Quaife & Co. Ltd.

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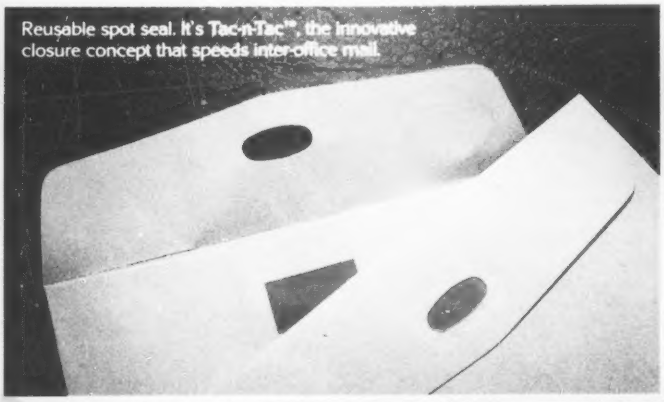
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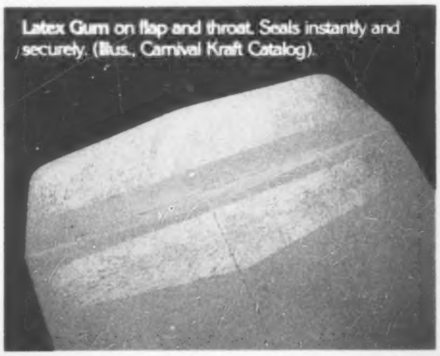
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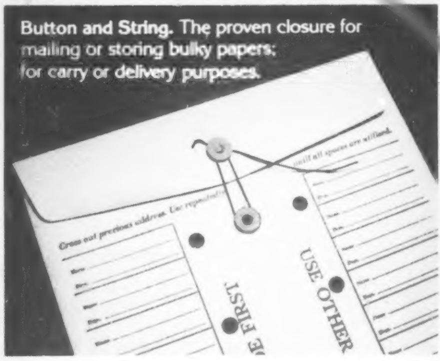
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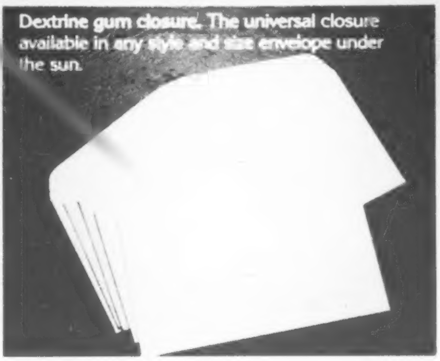
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